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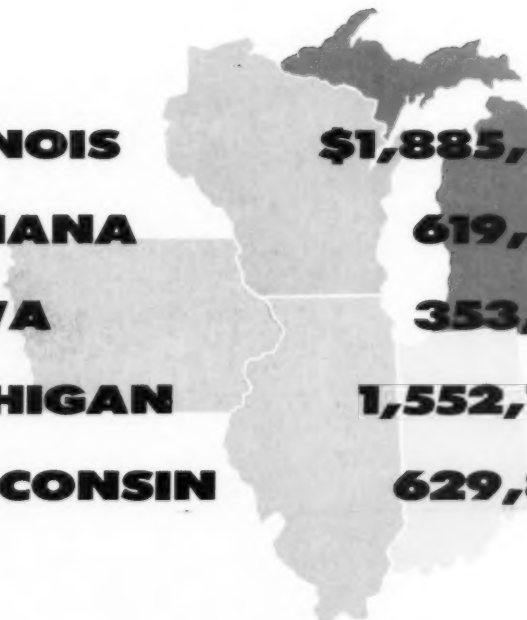
International Commerce

February 26, 1968

1968 Chicago World Trade Conference



ILLINOIS	$1,885,300,000
INDIANA	619,600,000
IOWA	353,100,000
MICHIGAN	1,552,700,000
WISCONSIN	629,800,000

manufactured exports

International Trade Winds

Company News

BANKING—Credit Lyonnais, a leading French bank, has formed an American investment banking subsidiary. The new venture, to be called Credit Lyonnais Corp., plans to promote European direct investments here, and will work with French concerns to that end. The company also plans to counsel Europeans in the purchase of U.S. stocks and bonds.

CHEMICALS—A plant expected to produce 6,000 tons annually of chloromethanes has been inaugurated by the Mettur Chemical and Industrial Corporation of India at the Mettur Dam in Madras State. Process engineering and know-how has been provided under license by Frontier Chemical Co., Wichita, Kansas, a division of Vulcan Materials Co., Birmingham, Ala. Mechanical engineering design for the plant was done by the Lummus Co. Foreign exchange costs were supplied by the Industrial Finance Corporation of India from a U.S. AID dollar loan.

TELECOMMUNICATIONS EQUIPMENT—Page Communications Engineers Inc. of Washington, D.C., a member of the Northrop group, has founded a subsidiary in Frankfurt am Main, Germany, Page Communications Engineers, G.m.b.H. The new company is to sell the parent firm's telecommunications equipment in the German market.

SECURITIES UNDERWRITING—American Express Co., New York, has established a new subsidiary company, American Express Securities, S.A. The new venture is a French branch of W. H. Morton & Co., Inc., which in turn is a wholly-owned subsidiary of American Express. Headquartered in Paris, the newly-formed company will engage in the underwriting of bond issues in Eurodollars and in European currencies.

INSURANCE—The American Foreign Insurance Association has opened a branch office in Bangkok. AFIA, an association of eleven U.S. insurance companies underwriting overseas insurance, will operate in Thailand through its member company The Home Insurance Co.

Newsletter

More than 40 states have now used the Trade Mission road to increased exports and to attracting overseas investment and tourists. Commerce's Trade Mission specialists, assisting these ventures, are reporting current activity by the states of South Carolina, Ohio, Vermont, Georgia, Pennsylvania, Indiana, Minnesota, North Carolina, Virginia, and Iowa. A number of Governors will be direct participants in the missions.

The compact computer trade show that started in the London U.S. Trade Center and went on a seven-coach train tour to Birmingham, Manchester, Newcastle-upon-Tyne, and Glasgow drew 6,011 trade visitors. The 15 firms with equipment on display reported immediate sales of $346,000 and a 12-month sales forecast of $7,000,000. Potter Instrument Co., Plainview, N.Y., reflected enthusiasm of all exhibitors with the comment: "Overall exhibition well worthwhile. Obviously our company could not have achieved such exposure to new business prospects by itself."

What progress in the U.S. vs. Europe technology field? A recent development: IBM has opened its first scientific research center in Europe, at Grenoble, France. It is near the university, which works in cryogenics, nuclear physics, and metallurgy, and the Institute of Applied Mathematics, working in automatic translation. IBM already has a research center at La Gaude, in the south of France, which is engaged in product development, as a part of IBM's world net of 26 decentralized labs. But the Grenoble center is for long-term research.

The pulling power of U.S. automotive developments in export trade is epitomized in the current itinerary of Sukru S. Aya of Istanbul, Turkey. He left his home on Jan. 15 heading for the International Automotive Service Industries Show at Las Vegas by way of Lebanon, Pakistan, India, Thailand, Hong Kong, Japan and Honolulu. After the Las Vegas show closed last week he began three weeks of visits at U.S. factories for which he is the Turkish distributor. He will get home some time in May, by way of Europe.

"International Competition Policy," not "International Trade Policy." It's a new focus suggested by a committee of the National Planning Assn. in proposing answers to the wave of appeals for U.S. import quotas: "We may well find that our greatest immediate concern is no longer the degree to which international trade can be made free, but the degree to which the resulting competition can be made both real and fair."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Five Midwest States whose exports are discussed in a special section in this issue include the national leader in exports of manufactured goods, Illinois. The figures are from the Bureau of the Census *Survey of the Origin of Manufactured Products: 1966*, the most recent study of its kind. The articles in the Midwest Report Section, prepared as an accompaniment to this week's 31st Chicago World Trade Conference, also refer to the various states' agricultural exports. These figures are not included in the cover totals.

February 26, 1968

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International Commerce

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AGGRESSIVE OVERSEAS TRADE PROMOTION by the Midwest States included participation in exhibitions in food fairs last fall in Cologne and London. The U.S. map was an entranceway feature at these shows. Mobile trade fairs and trade missions are other promotional ventures by these states.

Midwest traders gather

Business role in balance-of-payments situation a key note at 31st Chicago meeting

U.S. international business policies, both Governmental and private, related to the national balance-of-payments situation will be in the forefront of discussions at the 31st Chicago World Trade Conference this week.

More than 1,200 delegates are expected to assemble at the LaSalle Hotel Feb. 28 and 29 to hear business executives, trade specialists and Government representatives. The program theme is "Competing Effectively in World Markets."

Pointing to latest available statistics that show Midwest States and metropolitan areas at the top of the export listings, conference chairman William Bricen Miller declared:

"Our business community believes that the Chicago World Trade Conference has played a significant role in producing these statistics by creating an atmosphere for fruitful exchange of experiences and ideas. It is an educational atmosphere in which international experts, during two general sessions, suggest solutions or outline procedures on a variety of subjects of greatest importance to companies of all sizes engaged in international activities.

"Workshop seminars, headed by a panel of prominent businessmen, delve into marketing problems from different viewpoints; raising and answering questions of concern to the businessman.

"At the close of each day, we change the format for World Market Round-Up, turning from topical discussions to spotlight geographic areas, their prospects and their problems.

"A newcomer's breakfast has been scheduled to expose those new to international activity, or those who have new international assignments within their companies, to experienced international executives of the community, to federal, state, and local government officials, and private groups who offer service and assistance to the international community."

Major places on the program have been assigned to Lawrence C. McQuade, Assistant Secretary of Commerce for Domestic and International Business; Felipe Herrera, president of the Inter-American Development Bank, and Commander Edward Whitehead, chairman of Schweppes (U.S.A.) Ltd.

A debate on import restrictions versus freer trade will be conducted by John P. Roche, president of the American Iron & Steel Institute, and Carl J. Gilbert of the Gillette Corp.

Paul E. Pauly, director of Commerce Department's Office of International Trade Promotion will lead a discussion on opportunities in world markets for smaller businesses. Another Federal Government speaker will be Robert S. Smith, of the Agency for International Development.

Articles outlining the current export perspective in five Midwest states appear on following pages as a special INTERNATIONAL COMMERCE conference report.

ILLINOIS PROMOTIONS HAVE EXTENDED AROUND THE WORLD, including an exhibit at a Munich, Germany, food fair in 1966 and a Trade Mission to Japan in 1965. Gov. Otto Kerner, who led that mission, is seen at right as he stopped at the Tokyo U.S. Trade Center to talk to export manager Edward S. Benhoff of the Hupp Corp. Free shopping bags and popcorn were Illinois promotional items for eager German visitors at the Munich Fair.

Illinois, in lead now, aims to send 10% of country's total exports

Diversity in both manufactures and crops held responsible for State's sales success abroad; promotion office busy

By OTTO KERNER
Governor of Illinois

Illinois proudly wears the Triple Crown as number one state in exporting agricultural products, manufactured goods, and of course the combined total.

Illinois' success in selling abroad can be traced to the wide diversity of products available in the state. Over 94% of all of the categories of manufactured products as classified by the U.S. government are available in Illinois. Illinois is the nation's largest producer of non-electrical machinery and fabricated metal products and ranks among the top three in production of processed foods, printing and published material, and paper products.

Agriculturally Illinois has the same sort of diversification and leadership—ranking first in the nation in the production of soybeans and corn. The percentage of both products moving abroad in recent years has skyrocketed. As one of the richest farm areas in the world, Illinois farm products are often specified by overseas customers who seek quality and economy.

The importance of foreign trade to Illinois can be best illustrated in two statistics—the production of between one out of four and one out of five acres of Illinois farmland finds its way overseas; more than 600,000 Illinois workers depend on foreign sales for their income.

The future for Illinois exports continues to be bright. Located at the transportation center of the country, the state has the only connecting link from the Atlantic Ocean through the St. Lawrence Seaway to the Gulf of Mexico through the Illinois-Mississippi Rivers system. Air service into O'Hare International Airport continues to expand. The Chicago grain and commodity exchanges account for 90% of the world's futures trading. A vast complex of food processors headquartered in Illinois are preparing to meet the changing tastes in food products around the world.

Illinois' service industries have kept pace with the state's growing export business. Many of the nation's most important accounting, consulting, law, finance, and promotion organizations are located in Illinois. A full range of service is conveniently available to any Illinois exporter.

The long range prediction for Illinois foreign sales is to maintain its 8% to 10% of the U.S. export total. In ten years the U.S. total is expected to reach $50 billion, which would double the present rate of Illinois overseas sales.

The Illinois Department of Business and Economic Development was established as a full code department of the state by the action of the 74th General Assembly. It came into existence on July 1, 1965 as successor to the Illinois Board of Economic Development. Both the Board and the Department were sought as part of a program for economic expansion. In addition to foreign trade promotion administered by its Division of Export Expansion, the Department has divisions of Industrial and Community Development, Research and Economic Analysis, Water and Natural Resources, State and Local Planning, and Tourism.

As part of an all-encompassing export expansion program, the Department's staff served the Illinois Trade Mission to Europe in 1963 and was the administrative arm of the Illinois Committee for Trade Expansion. The Illinois Trade Mission to Europe was one of the first state missions led by a Governor to go abroad. Dozens of other states have followed Illinois' lead in mounting overseas sales missions.

The Illinois Trade Mission to the Far East was still another of the Department's export expansion program covering all types of services and promotions.

WISCONSIN TRADE MISSION TO EAST ASIA was led by Gov. Warren P. Knowles. Here Gov. Knowles (second from right), a former industrialist, tours the portable TV assembly line of Sony Corp., Tokyo.

Wisconsin estimates 70,000 jobs due to its manufactured exports

Governor has personally led two of three State trade missions, intends to bring smaller companies into world's markets

By WARREN P. KNOWLES
Governor of Wisconsin

As one of the nation's most important manufacturers of machinery and the automation devices to operate it, our State has a tremendous stake in foreign trade.

More than 35,000 Wisconsin factory workers are required to produce the goods exported to foreign countries. Put another way, between 7 and 8% of the State's factory work force is engaged in manufacturing products sold abroad.

The value of these goods was put at $629,800,000 for 1966 by the U.S. Department of Commerce.

Counting indirect jobs, our Wisconsin Division of Economic Development estimates that 70,000 jobs can be attributed to export of manufactured goods. In addition, we send overseas some $80 million in agricultural output, about half of which is dairy products.

An interesting sidelight, illustrating the relative importance of world trade to Wisconsin is this: the State ranks 11th among the 50 in value added by manufacture, but stands 9th as an exporter of manufactured goods.

Knowing these facts, I have been an enthusiastic booster of foreign trade missions. I have led two of the three that our State has sponsored. For large as our export business is, I feel that vast, still hardly touched markets remain to be developed.

Many of our big and medium sized companies have been selling their products throughout the world since late in the 19th century. They have splendidly organized marketing organizations with long experience in international trade.

But many of our smaller companies, some with products of much potential abroad, have had only limited exposure to export business. These are the companies that we have tried especially to involve in our foreign trade missions.

Our last mission, completed at the end of 1967, took us to Japan, Taiwan, Hong Kong, Thailand, and the Philippines. The mission to East Asia sold a substantial amount of Wisconsin-made products. These trial orders are expected to lead to over $100 million worth of business as a direct result.

I was privileged to sit in on many discussions between our people and foreign businessmen and foreign officials, and I came back to the United States convinced that we have an enormous potential market in the Far East.

To be sure, there are many international barriers to be overcome before this potential can be realized. One of the problems hindering trade, however, can be remedied at the state level. This is the matter of non-acquaintance by American firms with the foreign market: lack of knowledge of the needs and the way of doing business of the foreign businessman.

We can go a long way to overcoming this lack of knowledge by trade missions such as those conducted by the State of Wisconsin.

I know that our Wisconsin people last year not only collected an impressive amount of information about trade opportunities in the Far East, but also gained valuable insights into the manner and psychology of doing business there.

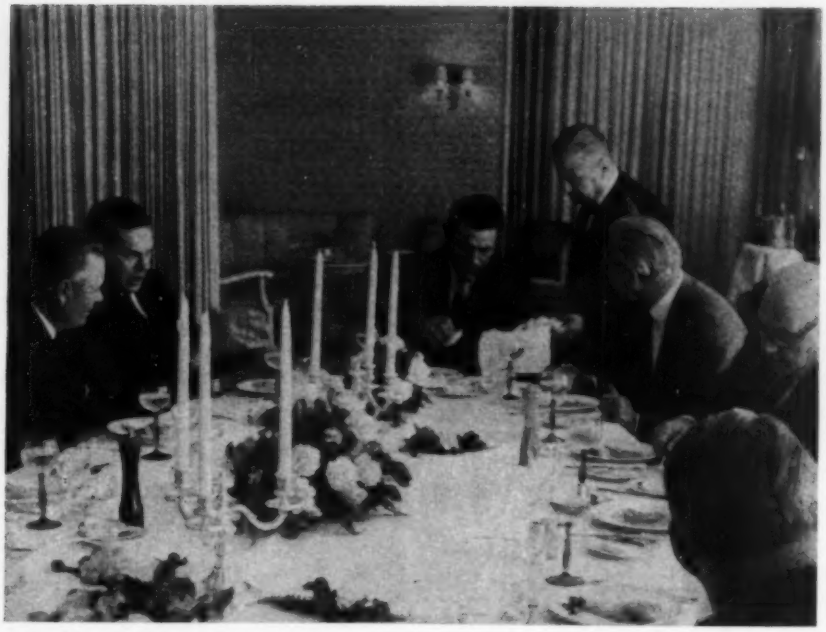
In other words, I believe that trade missions can provide a superlative opportunity for learning. And this particular kind of education will pay direct dividends in more jobs and more wealth for Wisconsin.

Ohio's mobile fair set up in Tokyo

U.S. products of about 50 Ohio exhibitors will be displayed in Tokyo Feb. 26-Mch. 8, as the second leg of the state's mobile trade fair gets underway.

Among the goods to be shown in Tokyo are rubber products, aluminum products for commercial and industrial application, welding products and equipment, temperature recording devices, laminating machines, paints, varnishes, chemical coatings, commercial and domestic cooking utensils and cutlery.

Led by Governor James A. Rhodes, the mobile fair—accompanied by firm representatives—was set up in two South American cities during November. Immediate sales in Caracas exceeded $500,000 and expected sales for the year following the exhibition were put at $3 million. Ohio is establishing a permanent regional trade and investment office in Caracas, the first such office to be planned in this hemisphere by any State.



IOWA MISSION IN THE NETHERLANDS met at a luncheon in The Hague with U.S. Consular officers and Dutch business leaders. Gov. Harold E. Hughes (c.) is flanked left and right by Dutch Deputy Prime Minister B. W. Bieshauvel and Prof. G. Brouwers, of the Dutch Ministry of Economic Affairs.

Iowa credits trade missions for state export breakthrough

Sales abroad of manufactured goods jumped 45% in three years in mid-60's; Development Commission led businessmen on trips

By HAROLD E. HUGHES
Governor of Iowa

The world is coming to know Iowa as something more than a great bread basket from which mankind draws some of its nourishment.

The predominance of agriculture in Iowa's international reputation is unquestioned, and it is a continual source of pride to be able to say that only two of the United States send more agricultural products into international commerce. But now, through a series of Iowa trade missions to foreign countries, the word is spreading that Iowa is as much an industrial state as it is agricultural. In fact, the majority of the state's $13 billion annual production is manufactured, not grown.

During the 1950's and well into the present decade, Iowa's export of manufactured goods grew at a steady pace. New records were being set nearly every year, but the annual advances were quite modest. The period of 1961 through 1963 was representative; the value of exported manufactured products rose about 9% during those three years.

Since 1963, however, the bonds which seemed to be restraining Iowa's foreign trade were broken loose. Export of manufactured goods rose a surprising 45% from 1964 through 1966.

The surge of new foreign sales was largely the result of the Iowa trade missions, conducted under the auspices of the Iowa Development Commission but financed almost entirely by the businessmen, industrialists and financiers who took part.

In June, 1965, the first Iowa trade mission traveled to Europe for three weeks of negotiations with businessmen in England, France, Italy, West Germany and the Netherlands. A trade mission to the Far East early in 1966 took the Iowans to Japan, Hong Kong, Thailand, the Philippines and Formosa. In August 1967 the third in the series of missions traveled to South America for trade talks in Brazil, Argentina, Peru and Colombia. By mid-February the fourth mission was to have returned from Mexico.

As Governor, I had the pleasure of leading the missions to Europe and the Far East. Lt. Gov. Robert Fulton headed the delegation to South America.

Effective combination

The combination of a chief of state, to whom many doors would open readily, and a group of serious businessmen, whose primary goal was to establish trade connections, proved to be highly productive. The 81 businessmen and 11 bankers who participated in the three missions returned to Iowa with $13 million in new sales virtually assured. They predict this will expand to some $50 million annually within five years.

The Commission staff made meticulous, comprehensive plans for every detail of the trip and confirmed, in person, all of the arrangements at each stop several weeks before the missions departed.

The cost of this careful planning has been modest. Direct state expense in support of the three missions has been only $32,000 plus the time of regularly salaried staff. The Commission has conducted the missions without additional staff.

Mission rules

A trade mission dedicated to its purpose, and not overly distracted by recreational attractions, can be most effective and stands a good chance of having official support.

The Iowans, traveling half way around the world on the three missions, conducted over 1,700 individual negotiations with foreign business leaders in less than ten weeks. The record demonstrates their single-minded dedication to the goal of increasing their export trade.

Having invested so much in the trips, the Iowans were intent upon getting the most for their money.

Iowans to hear Taylor

Allen Taylor, executive secretary of the U.S.-Japan Trade Council, will address a dinner meeting of the International Trade Bureau of the Cedar Rapids Chamber of Commerce at the Roosevelt Hotel, Cedar Rapids, on Mar. 19.

VISITOR AT U.S. TRADE CENTER, TOKYO, in October 1965 was Michigan's Gov. George Romney, who inspected the A.O. Smoth International exhibition at the U.S. animal husbandry equipment trade show. Michigan's Department of Agriculture will exhibit at this Trade Center from March 15 to April 30.

Strategic location of Michigan opening State to world trade

New international trade division working with U.S. Commerce Dept. on promotion of trade missions, fairs, exhibitions

By GEORGE ROMNEY
Governor of Michigan

Those of us who live in the Great Lakes area share many advantages.

One of these is the fact that, together with our Canadian neighbors, we live in the heartland of the world's most prosperous industrial and agricultural region.

Many modern developments, most notably the opening of the St. Lawrence Seaway, have involved all of us more than ever before in direct international commerce. The world is at our doorsteps, and Michigan, like many of its sister states, has recognized that its economic growth potential extends beyond its state boundaries.

Thus we have moved forcefully to encourage the continued development of world trade for the benefit of Michigan and the entire Midwest.

Exports from Michigan in 1967 represented almost 4.5% of our state's $36 billion Gross State Product, well above the national figure.

The Port of Detroit, as an example, surpassed its previous overseas commerce record last year, handling more than 1,750,000 net tons, or more than 325,000 tons over the 1966 volume. Included in this figure was approximately 385,000 tons of exports.

According to a recent U.S. Department of Commerce study, Michigan ranked second in the nation in per capita manufactured exports in 1966. Michigan also moved from 6th to 5th place among states in exports of manufactured products between 1963 and 1966.

Michigan's total trade volume of $2.5 billion includes $1.6 billion in exports and $.9 billion in imports.

The strategic location of Michigan in the population center of the North American continent has been increasingly recognized by state government and leading industries.

Michigan has initiated an international trade division within its State Department of Commerce. This division is charged with the responsibility of developing an export promotion program to assist Michigan firms in entering and developing overseas markets. The promotional techniques it plans to employ include trade missions, mobile trade fairs, and official state participation in major international trade fairs.

In the fall of 1967 Michigan sponsored its first Industry-organized, Government-approved Trade Mission with the assistance of the U.S. Department of Commerce, embassies and consulate staffs. The Mission visited the international machinery fair in Hanover, Germany and industrial centers in five European countries. The results reported by Mission members indicated that there were more than $500,000 in immediate sales with anticipated sales of $3 million over the next two years.

Business participants in the Trade Mission represented manufacturers of machine tools and precision manufacturing machinery. Preliminary studies indicate a tremendous potential market for this type of product, especially in the new nations of the world that are building their industrial capabilities.

During the next two years the Michigan Department of Commerce is planning to sponsor Industry-organized, Government-approved Missions in Latin America, the Far East, Africa, and Eastern Europe, a mobile trade fair, and a state-sponsored exhibit at either a U.S. trade center or international fair. The types of Michigan products to be featured on each of these missions will depend upon the specific needs of that area.

The Michigan Department of Agriculture has also initiated an export promotion program. This department officially participated in major food products shows in Cologne, Germany and London, England. The department is also planning to participate in the agricultural show to be held at the U.S. Trade Center in Tokyo March 15 to April 30.

Such diverse products as fresh apples, fresh cherries, onions, pickles, peppers and cauliflowers were exhibited in Cologne and London. The exceptional flavor of the cherries and the firm qualities of apples gained enthusiastic response.

Michigan recognizes that international trade is a two-way street. To have ships available to export our products, we must also provide a market for imports to assure oceangoing freighters of a profitable round trip on the St. Lawrence Seaway. Representatives of foreign companies receive full cooperation from all State agencies and private industry when they visit the State.

There also is currently a joint cooperative program between Michigan and British Honduras, centering chiefly on the industrial development of the new state of Belize and supported by the Michigan Alliance for Progress. Other possible sister state programs are being considered.

These, then, are just a few examples of Michigan's recent progress in international trade and its ongoing programs to insure the continuation of that progress.

They are mere beginnings toward improving the future of our state and its neighbors as full partners in a free and prospering world.

AMONG NINE INDIANA 'E' AWARD WINNERS is the Franklin Electric Co. of Bluffton, whose C. J. Ballentine and Edward J. Schaefer are seen with Lt. Gov. Robert L. Rock (r.) at the presentation. Lt. Gov. Rock has established the state's Foreign Trade Division, busy now on trade mission work.

Indiana organizes third mission to sell its products overseas

One of country's leaders in export trade, Hoosier State finds markets are increased substantially by visits abroad

Indiana also belongs among the State presentations in this week's special section.

Hoosier officials are hard at work preparing for their third U.S. Department-of-Commerce-sponsored trade mission, which is taking off soon for the Far East.

The State ranks high in export dollar volume among the 50, selling about $620 million worth of manufactured products abroad in 1966, according to U.S. Census Bureau statistics.

With broadly diversified industry, Indiana is a leader in production of such items as steel, electrical machinery, musical instruments, mobile homes, phonograph records, and limestone. Among its chief agricultural products are soybeans, corn, wheat, oats, cattle, hogs, tomatoes.

Pleased with the success of its two earlier missions—the first in 1966, the second last year—the state is now planning a third, for Mar. 17-Apr. 7. J. Robert Cutter, director of the Foreign Trade Division of the Indiana Department of Commerce, will head the new group which plans to visit Sydney, Melbourne, Hong Kong, Manila, Taipei, and Tokyo.

The members, mostly maufacturers, will be promoting the sale of a variety of equipment, machinery, and other products made in the State. A banker also will be a part of the mission. Experience has shown the value of such participation —to encourage the development of international banking facilities and to help in solving customers' international financing problems.

The traders will be briefed in California before their departure, meeting with officials from the U.S. Department of Commerce, the San Francisco Consulates of the countries to be visited, and with Cyril Magnin, chairman of the San Francisco Port Authority.

Indiana organized its first Government-approved trade mission in the spring of 1966. The mission was organized by the State's Department of Commerce, within which Lieutenant Governor Robert L. Rock had established a separate Foreign Trade Division. The participants worked for three weeks in the Scandinavian countries, Germany, and the Netherlands. Because of the mission's success in every country visited, the reaction of the members to foreign trade was exhilarating, said leader Cutter.

As a result, a 1967 mission was formed —this time to seek markets in the United Kingdom, Germany, France, and Italy. The group, directed by Lt. Gov. Rock, chalked up more than $1 million worth of business. In addition, various joint-venture arrangements were established.

Nine Indiana firms have been honored with the President's "E" award for export expansion. There are: Franklin Electric Co., Inc., of Bluffton; Telonic Industries, Inc., of Beech Grove; C.G. Conn, Ltd., of Elkhart; the Michiana World Trade Club of the Chamber of Commerce of South Bend-Mishawaka, Inc.; Thomas L. Green & Co., Inc., of Indianapolis; Platka Export Co., Inc., of Fort Wayne; the Perfect Circle Corp. of Hagerstown; Wheelabrator Corp. of Mishawaka; and Miles International of Elkhart.

"All of our citizens are proud of the large number of diversified businesses and industries which call Indiana home," says Governor Roger D. Branigin. "There is no duty of state government which I feel more keenly than the obligation to make Indiana the prosperous hub of our nation's commerce and to increase its participation in the world marketplace."

Chicago Trade Club course starts Mar. 6

The International Trade Club of Chicago is offering its seventh annual "how to do it" seminar on exporting, starting Mar. 6 and running for seven consecutive Wednesdays. The lecture/discussion sessions, which begin at 6:15 p.m., will be held at the Light Center, 140 So. Dearborn St.

Topics to be covered include: measuring export potential, market research and evaluation, selling and developing markets, financing sales, transportation and shipping, documentation and insurance.

Lecturers will be top-level international trade specialists. The seminar program is designed for firms contemplating entering the export field, or those new to exporting and needing information and instruction.

The registration fee for the complete series is $20. **Write:** International Trade Club of Chicago, 140 So. Dearborn St., Chicago, Ill., 60603, or **telephone:** Area Code 312/726-1978.

Report forms in foreign investment controls now available to industry

Supplies now en route to Commerce Field Offices for distribution to estimated 4000 companies which must file by Mar. 22 deadline

Forms which companies will use to report on their foreign business operations during the base years of 1964-66 have been made public and will be available in U.S. Commerce Department field offices and Federal Reserve District and branch banks.

An estimated 4,000 companies will be required to report under the new program to restrict the outflow of funds for investment. The program, which is administered by the Office of Foreign Direct Investment in the Commerce Department, was inaugurated Jan. 1, 1968 as part of an intensified campaign to reduce the deficit in the U.S. balance of payments.

The deadline for filing the forms is March 22.

Supplies of forms and instructions are en route to the 42 Commerce Department field offices and Federal Reserve District and branch banks. In addition, forms were mailed to the companies which participated in the Voluntary Business Balance of Payments Program. Forms also are available in Room 2119, Department of Commerce, Washington.

Joseph Bartlett, Commerce Department General Counsel and Acting Director of OFDI, emphasized that forms cannot be mailed directly to all companies with foreign investment. "Each company must determine whether it is required to file the report," Mr. Bartlett said, "and it is the company's responsibility to obtain the necessary forms."

In general, any individual or company with ownership or control of 10% or more of a foreign business must file a report. However, reports are not required if the foreign affiliate is engaged solely in non-profit activities. Also, reports are not required from individuals or companies whose total of foreign investments is less than $100,000 and earnings are less than $50,000.

Companies are required to report capital transfers, earnings re-invested abroad, and the amount of earnings brought back to this country for the base years. Since some companies may have difficulty in assembling some of this information quickly, estimates can be used provided that a second report containing actual data is filed within 45 days.

The basic form, FDI-101, will be used for recording most foreign transactions; one supplementary form provides space for identifying both domestic and foreign affiliates; another will be used for recording foreign borrowings. There are special forms for companies engaged in extraction of oil and other minerals, and for shipping companies.

Mr. Bartlett urged companies to take advantage of the estimating procedure if necessary. "The office will, of course, entertain written questions on the forms and answer them wherever possible," he said. "It is difficult to answer with any precision questions put forth over the telephone and we hope to encourage companies to write in with their questions so that they can get answers on which they can rely. In the near future we plan to publish statements interpreting certain parts of the regulations. These should answer several of the questions which have been posed by companies."

Revised Bermuda tariff has several major duty revisions

A revised customs tariff, effective Jan. 1, has been adopted in Bermuda, with the following major new provisions:

- Free entry is extended to machines imported for the dairy industry, films, and specified electronic equipment.
- A rebate of 90% of import duty is provided on goods imported and used as ingredients or parts of locally manufactured paints, plastics, condiments, paper and ink used for printed matter.
- Duties were reduced on imported cedar lumber used for items to be manufactured in the islands.
- The Bermuda Government's duty exemption privileges were removed except on stamps, bullion and currency.

It is reported that other changes in the customs tariff are planned during the next year, including the duty exemption on basic drugs, and the adoption of a new tariff classification, possibly the Standard International Trade Classification.

Heads of two groups are named to NEEC

Leaders of Marine Underwriters, Public Relations Society to assist in advising Secretary of Commerce

The heads of two business associations have been named to membership in the National Export Expansion Council (NEEC).

The new members, who will represent their respective organizations on the Council, are:

G. Doane McCarthy, Jr., president, American Institute of Marine Underwriters, and vice president, Fireman's Fund American Insurance Companies.

Edward P. VonderHaar, national president, Public Relations Society of America, and vice president for public relations and development, Xavier University, Cincinnati.

The 72-member Council advises the Secretary on matters of U.S. export promotion and expansion. Carl A. Gerstacker, chairman of the board of Dow Chemical Co., Midland, Michigan, is chairman. Luther H. Hodges, former Secretary of Commerce, is honorary chairman.

Varied backgrounds

Mr. McCarthy, a resident of Madison, N.J., was director and first vice president of the American Institute of Marine Underwriters and Board of Underwriters of New York before being named president. He is director, United States Salvage Assn., National Cargo Bureau; chairman of the American Marine Insurance Clearing House; vice president, Association of Marine Underwriters; and a member of the board of managers of the American Hull Insurance Syndicate, American War Risk Agency and American Cargo War Risk Reinsurance Exchange.

Mr. VonderHaar was appointed to his Xavier post in 1966 after 34 years in various executive capacities at the university. He has served as executive secretary of the Alumni Assn., director of publicity, business manager of athletics, secretary to the President's Council, and director of public relations. He is a past president of the American College Public Relations Assn. and was awarded that group's "dinosaur" award in 1967. He is a member of the ACPRA Committee on Professional Advancement and the International Public Relations Assn.

TRADE MISSION FROM NORTH CAROLINA visited commercial library during South American tour.

Brisk interest in South American markets generated by mission from State of North Carolina

Official as leader and industrialists from across state report actual and potential sales, licensees, distributors

North Carolina's 10-man trade mission to South America, organized by the North Carolina Department of Conservation and Development and approved by the U.S. Department of Commerce, returned elated over the success of the venture.

The group, composed of industrialists from across the state and led by Conservation and Development official Robert E. Leak, spent 26 days last fall calling on businessmen in Caracas, Lima, Santiago, Rio de Janeiro, and Sao Paulo.

Leak singled out the consummation of agency, licensee and distributorship agreements as the major accomplishments of the mission. "The market potential for North Carolina products in South America is tremendous," said Leak, "especially in the transportation, communication, and service fields."

Harvey J. Diamond, President of Plasti-Vac, Inc., a Charlotte-based manufacturer of vacuum plastic molding machinery used mainly in the manufacturing of signs, made direct sales in excess of $20,000 on the mission. Diamond said the biggest obstacles he was confronted with were many firmly entrenched European exports and the Law of Similars which places heavy import duties on products already being produced by domestic firms, making the import items uncompetitive with domestically produced items.

Plasti-Vac looks forward to sales in the next 12 months of at least $30,000 additional. The firm has appointed one agent and has negotiations under way with at least two other potential representatives, says the mission report.

Roger L. Knight, president of Winton Products Co. in Charlotte, said he was often told by South American businessmen that he was the first North American industrialist ever to visit them to seek business agreements. "We are simply missing the boat when it comes to developing the South American market," Knight observed. "South America is a potential giant which has been, to a large degree, ignored by North American industry. They are all eager and hungry for ideas, products and capital from the United States."

Seven agency arrangements have been concluded and another five are currently under negotiation. Winton's products, which include leak detection fluids for gas lines and general industrial use as well as leak detection fluids and applicators for the telephone industry, require separate lines of distribution. Knight predicts that as a result of the Mission, within five years the South American market will represent about 10% of his firm's total business.

J. H. Berkelhammer of Randleman, director of sales for United Brass Works, Inc., said personal contacts and frequent visits are the key to unlock what he called the "tremendous market which South America now offers and will offer in the future for products from the United States." Said Berkelhammer, "It's impossible to realize just how much potential exists there without seeing it in person as we did on this trade mission."

Volume increased

United Brass has been selling its valves, pressing machine parts and accessories in South America for many years. The Mission gave the firm the opportunity of visiting present customers and distributors and to increase volume in areas where they were not getting adequate coverage. Four new distributors were appointed and sales expectations for the next year were greatly increased as a result of the trip.

James A. Hackney, president of J. A. Hackney & Sons, Inc., in Washington, N. C., manufacturers of steel and aluminum truck bodies for the beverage industry, found "outstanding possibilities for licensing agreements" to manufacture his products, "especially in Venezuela and Brazil."

Hackney is actively working on this potential. "Any business we do in South America must come via joint venture or licensing as we are frozen out of direct export either by restrictions or prohibitive tariffs in the neighborhood of 100%."

Les Jester, vice president of Charlotte Aircraft International, said his firm was already actively involved in trade with South America, but called the mission "an excellent opportunity to improve my firm's business relations in the market."

R. G. Gurley, president of Gurley Milling Co. at Selma, found strong demand for his field-tested seed. He distributed many samples which will be test grown to determine if they can be produced in volume in the warmer South American climates.

At the mission's end one distributorship had been set up and two more were under

active consideration. The firm's outlook is for a small but steadily growing market in this area.

Clarence M. Robbins, sales manager of Long Manufacturing Co. in Tarboro, found stiff European competition for his firm's agricultural equipment in South America. He secured several distributorships, however, and said the potential for business is extremely good and could run as high as $50,000 in the next year.

Hopes to enter market

Donald Kuntz, vice president of Superior Continental Corp. in Hickory, manufacturer of cable and equipment for the telephone and communications industry, was highly pleased over the results of the trade mission. "The communications systems in South America are inadequate and outmoded and much emphasis must be placed on this field. Because of the trade mission, my firm will be able to have a share of this future business.

"To give you an example of what I mean when I say the communications systems in South America are inadequate," said Kuntz, "it is a fact that there are more telephones in the city of Charlotte (population 250,000) than there are in the entire country of Peru, (population 12 million)." Superior Continental plans to explore the potential further and take the steps it feels necessary to enter the market.

P. H. Brown, president of P. H. Brown & Associates, Inc., found South American businessmen eager to gain more knowledge of American skills, ingenuity and industrial methods. Brown's firm, based in Raleigh, offers consulting engineers' services for investigations, feasibility reports and complete design and specifications. As a result of the Mission, the firm will have the opportunity of bidding on several projects in the next year.

Wica Chemicals, Inc., manufacturer of chemicals for the textile, paint, paper and adhesive industries, was represented by export manager John Votta.

"Although European competition is especially strong in the South American market, there is a place for an aggressive U.S. firm," Votta said. Thanks to the mission, Wica is now analyzing the various alternatives in each country before settling on a definite marketing approach.

"With a proper understanding of business methods and a knowledge of major needs," Leak concluded, "North Carolina industry can unlock the door to a vast market for its goods in South America, but not without the essential element of personal contact. We sincerely feel this trade mission was a tremendous success, accomplishing much more than we anticipated."

U.S. balance of payments adverse by more than $3 billion in '67

Among developments affecting fourth-quarter deterioration was big decline in non-military merchandise trade surplus

The U.S. balance of payments—measured on both the liquidity and the official transactions bases—was adverse by more than $3 billion during 1967.

The liquidity balance was unfavorable by $3,750 million, a $2,210 million jump over 1966, and the official reserve balance was adverse by $3,400 million, a deterioration of $3,620 million from the 1966 surplus of $220 million.

The liquidity balance includes all changes in the United States' official reserve assets and in liquid liabilities to all foreigners.

The balance measured on the official transactions basis covers all changes in U.S. official reserve assets and in liquid and certain non-liquid liabilities to foreign central banks and other official organizations.

The balance of payments measured on the liquidity basis, was adverse in the fourth quarter of 1967 by $1,830 million. This represents an $1,180 million deterioration from the third quarter, when the seasonally adjusted balance was adverse by $650 million.

For 1967 as a whole the adverse balance was $3,570 million, which was $2,210 million higher than 1966.

The fourth quarter balance measured on the official reserve transactions basis was adverse by $1,200 million, a $1,670 million deterioration from the $470 million surplus of the third quarter. For 1967 the balance measured on this basis was adverse by $3,400 million, a $3,620 million change from the $220 million surplus the year before.

On the basis of data now available, the Commerce Department's Office of Business Economics reported several major developments that accounted for the major part of the fourth quarter deterioration, measured on either basis:

- A $720 million decline in the balance on non-military merchandise trade, resulting from a $560 million increase in imports and a $160 million decline in exports;
- A $560 million decline in net foreign purchases of U.S. securities other than Treasury issues. This decline reflected liquidations by the British Government of its portfolio of such assets in order to defend the exchange value of the British pound;
- The balance on transactions for which data are not yet available shows a $620 million increase in net payments. However, this figure was exceptionally low in the third quarter, and the fourth quarter figure is only $100 million higher than the quarterly average for the year.
- The adverse developments in the fourth quarter were in part offset by favorable changes. Most important was a $470 million shift—after adjustment for seasonal variations—in claims on foreigners reported by U.S. banks, from a net capital outflow of $390 million in the third quarter to a net inflow of $80 million in the fourth. Net U.S. purchases of foreign securities dropped about $50 million, and net cash receipts associated with military sales contracts increased by about $50 million.
- Net investments by foreign residents in time deposit certificates and time deposits with an original maturity of one year or more rose about $140 million. These deposits are mainly for foreign official account, and many approach in liquidity those that are classified as liquid liabilities. Net foreign investments in such deposits affect the balance measured on the liquidity basis, but, to the extent that they are made by foreign official agencies, they have no effect on the balance measured on the official reserve transactions basis.

Although the balance of payments measured on either the liquidity or the official reserve transactions basis was adverse by an exceptionally large amount, official reserve assets rose by $181 million. This was the third consecutive quarter during which reserve assets have risen.

The composition of U.S. reserve assets underwent a major change in the fourth quarter, however. Gold holdings declined $1,012 million, while holdings of convertible currencies increased $1,145 million and the U.S. gold tranche position in the IMF improved $48 million.

The fourth quarter decline in gold holdings was exceeded only in the second

quarter of 1958 when European countries made a major attempt to rebuild their official gold reserves. In the fourth quarter of last year, only a relatively small part of gold sold by the United States moved into foreign official reserves.

The rise in convertible currency holdings reflected to a large extent currency swaps by the monetary authorities of the United States and the United Kingdom in order to support the exchange value of sterling. The decline in gold reserves occurred primarily in December and reflected temporary uncertainties in the market associated with the events surrounding the devaluation of the pound.

Liquid liabilities to foreign residents increased during the fourth quarter by about $2,080 million, of which $1,320 million was accounted for by liabilities to foreign official organizations and $760 million by liabilities to foreign banks, private residents and international organizations other than the IMF. About $150 million of the rise in foreign official holdings of liquid dollar assets may have been due to temporary shifts from foreign private banks to their central banks in order to improve the formers' year-end reserve positions.

The exceptionally large increase in foreign official holdings of dollars in the fourth quarter reflected in part a reconversion by foreign residents of dollar assets into sterling after its devaluation, in part the proceeds of foreign central banks from the sales of gold to keep the gold price at its present level, and in part the conversions by private foreigners of dollars into other currencies.

The balances

The $181 million rise in U.S. official reserve assets and the $2,082 million increase in liquid liabilities to all foreign residents account for a fourth quarter adverse balance on foreign transactions of $1,901 million measured on the liquidity basis. After adjustment for seasonal variations this balance was about $1,830 million, as mentioned above.

The $181 million rise in U.S. official reserve assets, combined with the $1,324 million increase in liquid liabilities and a $263 million increase in other liabilities to foreign official organizations, accounted for a fourth quarter adverse balance of $1,406 million measured on the official reserve transactions basis. Seasonal adjustments reduced that balance to about $1,200 million.

The unusually large upsurge in imports, together with a further decline in nonmilitary exports, reduced the export surplus from about $1,085 million in the third quarter to $370 million in the fourth, the lowest quarterly amount since 1959.

Imports, after remaining relatively stable since the last quarter of 1966, rose nearly $560 million in the fourth quarter. The increase partly stemmed from the sharp rise in business activity in the second half of the year and partly reflected special circumstances. Among the latter was an $85 million rise in petroleum imports, which recovered from their slump following the Middle Eastern War. Imports of steel, copper and other metals advanced more than $210 million. A large part of this rise may have been associated with threatened or actual domestic strikes. Imports of foodstuffs and beverages increased $50 million, which was double the average quarterly increase during recent years.

Increases in imports that reflected special circumstances may have accounted for well over half of the fourth quarter rise in total imports. However, there was also an $85 million increase in industrial materials other than those mentioned above, and a new spurt in imports of consumer goods other than passenger cars, which had been relatively stable during the second and third quarters of last year.

Imports of automotive products which dropped from the middle of 1966 to the middle of 1967, started to rise again in the third quarter of 1967 and this rise accelerated in the fourth. Imports of capital goods did not increase, but remained close to the peak which was reached in the last quarter of 1966.

U.S. exports of nonmilitary goods in the fourth quarter were nearly $160 million less than in the third quarter. About half of the decline was in agricultural exports, which dropped to the lowest level in nearly three years. The fourth quarter decline in nonagricultural nonmilitary exports was slightly larger than in the previous quarter.

Nevertheless, fourth quarter exports were only 2% below the previous peak reached in the first half of 1967, and nearly 5% higher than the fourth quarter of 1966.

The figures now available for 1967 indicate several major changes from 1966, accounting for the more than $2.2 billion deterioration in the balance measured on the liquidity basis and the more than $3.6 billion deterioration in the balance on the official reserve transactions basis.

Adverse changes:

(1) Non-scheduled debt repayments by foreign governments on U.S. Government loans declined about $420 million;

(2) Net liquidations of U.S. securities other than Treasury issues by the British Government and by private British residents increased about $410 million;

(3) Foreign claims reported by U.S. banks, which declined $250 million in 1966, increased about $470 million, resulting in an adverse shift of $720 million;

(4) Net U.S. purchases of foreign securities increased $770 million; and

(5) Net debits on transactions for which 1967 data are not yet available increased about $900 million. This figure includes travel transactions, military expenditures, private remittances, government grants and credit, and "Errors and Omissions" in the complete tabulations.

Favorable changes:

(1) Net sales to foreign residents of U.S. securities other than Treasury issues, and excluding the liquidations by the United Kingdom, increased $420 million;

(2) Government cash receipts associated with military sales contracts rose $100 million, and

(3) The balance measured on the liquidity basis was also improved by a $520 million increase from the sale of nonmarketable nonconvertible, medium term Government securities.

The credit balance on nonmilitary merchandise trade remained almost unchanged at $3.6 billion, as an improvement from 1966 during the first three quarters of 1967 was offset by a deterioration during the last quarter.

The difference between the $2.2 billion year to year change in the balance measured on the liquidity basis and the $3.6 billion change in the balance measured on the official reserve transactions basis was due to two factors: a $930 million decline—from $2,380 million in 1966 to $1,450 million in 1967—in the rise of liquid dollar liabilities to foreign private accounts and to international agencies other than the IMF, and a $520 million increase in U.S. liabilities to foreign official agencies resulting from the sale of nonmarketable, nonconvertible, medium term Government securities.

Investments by foreign official organizations in time deposits or time deposit certificates with an original maturity of one year or more did not change significantly from 1966 to 1967.

Complete balance of payments tables and their analyses will be published in the March *Survey of Current Business*. The magazine is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

'E' AWARD CERTIFICATE was presented by Paul E. Pauly (l.), director of the Commerce Department's Office of International Trade Promotion, to Mrs. Remedios Diaz, Emmer president, in Miami.

Florida export/import firm wins 'E' award for success in Latin American market

Emmer organization of Miami beat European competition to double exports of containers, packaging materials in 3 years

Emmer Importing & Exporting, Inc., of Miami, has won the Presidential "E" award for expanding exports of its industrial containers and packaging materials through specialized services, market research, and personal visits by staff members.

Emmer, a division of Richford Industries, Inc., has penetrated the Caribbean and Central American market, where it faced strong competition from Europe and Japan. Due to its nearness to the area, the company is able to furnish more rapid service than its competitors. By maintaining a large warehouse in Miami, Emmer can order and store supplies from a variety of U.S. firms, assemble them into a single shipment and ship them at one time.

Because this system of shipping cuts down on freight and handling costs, Emmer is frequently able to offer price advantages as well. Even when prices are similar, Emmer claims to have the edge and credits this to having developed a reputation for follow-through and dependability.

Emmer has stressed particularly the delicate job of maintaining good customer relations. Company personnel visit clients on an average of four times a year. To keep customers satisfied and to develop new customers, Emmer designs new containers and makes suggestions to clients about new ways of packaging.

Emmer officials help with other customer problems, such as purchasing plant equipment and arranging delivery, locating key specialists for company operations, and helping to obtain package labels and brochures.

An example of its successful promotion is the new market Emmer has created for U.S.-made perfume and cosmetic containers in countries that formerly purchased from Europe.

Emmer began its exporting with a direct mail campaign in Honduras. Letters composed by Spanish-speaking personnel were mailed to beverage, pharmaceutical, cosmetic, wine, chemical and food packers. Through careful follow-up, including furnishing catalogs and samples, sales were made and the exporting program was underway.

The company ships from various ports —Miami, Jacksonville, Tampa, New Orleans and New York—depending on the destination and the area in which the goods were manufactured.

Emmer has more than doubled its export sales since 1964.

The "E" award was presented by Paul E. Pauly, director of the Commerce Department's Office of International Trade Promotion, and accepted by Mrs. Remedios Diaz, Emmer president, at a special luncheon sponsored by the International Affairs Council of the Miami-Dade County Chamber of Commerce.

New Orleans hosts meeting of Trade Center association

The first annual meeting of the World Trade Centers Association will be held Apr. 17-19 at International House in New Orleans. The meeting, which coincides with the 25th anniversary of International House, is expected to draw some 150 representatives from worldwide port cities.

Representatives are expected from Montreal, Amsterdam, Rotterdam, Antwerp, Naples, Shannon, London, Sydney, Canberra, Melbourne, Tokyo, Osaka, Kobe, Hong Kong, Auckland, Bangkok, Vienna, Hamburg, Berlin and Istanbul, as well as some 30 U.S. cities.

In addition to discussion groups, the delegates will attend tours of port facilities in the New Orleans area, the industrial complex along the Mississippi River, the Rivergate exhibition center, International Trade Mart and the Foreign Trade Zone.

Laundry equipment is hit at Tokyo exhibit

Commercial machines draw quality trade buyers to see U.S. products

"Much better than any prediction by far," was the enthusiastic judgment of Wilson Chemical's vice president John N. Schwarzmann of the results from the show of commercial laundry and drycleaning equipment at the U.S. Trade Center in Tokyo, held Jan. 22-27.

Repeat exhibitors who had shown their products in a similar Trade Center exhibition in 1964 felt that the net results of this year's show were much better.

Off-the-floor sales of the major equipment on display at the Center totaled $152,796, with an additional sales volume of $927,900 predicted by the 21 exhibitors for the year following the show.

Seventeen exhibitors—81% of the total—felt that they had equaled or surpassed their primary goals in participating in the show, and the remaining four exhibitors reported that most of their objectives had been met.

Three of the four new-to-market firms in the show came with the specific aim of naming agents to represent their products in Japan. By the end of the show, three new agents had been appointed, and four other agreements were in the negotiation stage.

U.S. AMBASSADOR U. Alexis Johnson (above right) and president Takeo Igarashi of the Japan Drycleaners Association (second from right) observe Automatic Sprinkler Corp.'s "Hydraxtor" in action.

TRADE CENTER DIRECTOR Richard Garnitz (above center, standing) conducts the exhibitors' briefing before show opening. Unipress pants presser (below) is shown by company's exhibits director.

WASHER-EXTRACTOR with 200 pound capacity is shown to Ambassador Johnson by international sales manager for Pellerin Milnor Corp.

Market for power transmission equipment will be sales target at June exhibition in London

Studies show excellent sales potentials for specialized items such as variable speed drives, bearings, chains, universal joints

American industry will bid for a bigger share of Britain's $450 million market for mechanical power transmission equipment through a special U.S. Department of Commerce show June 12-20 at the U.S. Trade Center in London.

The sales promotion event will underscore the wide range of automatic transmission equipment now available in the United States—equipment to move anything from lightweight passenger vehicles to heavy-duty locomotive engines for transporting railroad cars.

The show will bring buyer and seller together through a broad market development program now under way in the United Kingdom trading area. An agency-finding service for firms not represented in the market also is in operation.

Britain seeks the "unusual" in transmission equipment, market studies show. The best business prospects for U.S. manufacturers of this line of equipment are in variable speed drives, popular in Britain, and in hydrodynamic and hydrostatic drives. Silent chains and geared belts, relatively new to Britain, offer good sales potentials for U.S. firms.

Best sales possibilities

Drilling, milling and turning machines provide favorable sales possibilities for U.S. variable speed drives. The adoption of hydrodynamic and hydrostatic drives for earthmoving and other heavy equipment in Britain has lagged. A dramatic increase in "over the road" transport facilities, however, gives U.S. exhibitors in the London show an opportunity to step up their sales efforts for this type of equipment.

Ball screws, bearings, belt-drives, cam followers, chain drives, gear drives, universal joints and speed changers are in demand on the British market.

The recovery of oil and gas deposits under the North Sea also requires the use of power and power transmissions in the drilling, hoisting and mud-pumping operations. Pumping stations and handling facilities will call for numerous applications of these transmissions.

The U.K. transmission market is divided into equipment driven by engines and equipment driven by electric motors. In the first category, passenger cars and panel trucks make up the high volume, cost-conscious segment of the market. Heavy trucks and earthmoving equipment, plus tractors and motorcycles, constitute a smaller share but produce higher profit margins. This also applies to aircraft, ships and electric power generating installations.

Equipment driven by electric motors includes machine tools, conveyor systems, elevators, cranes, pumps and compressors.

U.S. manufacturers interested in taking part in the London show may obtain more information from the Bureau of International Commerce (code 932), U.S. Department of Commerce, Washington, D.C. 20230 (Phone: Area Code 202-967-4652), or from any of the Department's 42 Field Offices.

Recent British offshore natural gas find creates exceptional new sales opportunity

U.S. firms can profit from conversion from manufactured to natural gas by displaying industrial gas equipment at London Trade Center in April

The discovery of vast supplies of natural gas in the North Sea has triggered exceptional opportunities for the sale of U.S. industrial gas equipment in Great Britain.

The find, 35 miles off the coast of Hull, England, is expected to produce four trillion cubic feet of natural gas a day for 25 to 30 years. British users of manufactured gas will convert their industrial equipment, and will need a wide range of devices to accomplish the changeover.

The Bureau of International Commerce will help U.S. manufacturers take advantage of this need by organizing a sales promotion show of industrial gas equipment at the U.S. Trade Center in London, Apr. 17-25.

British conversion to natural gas equipment will be gradual, market studies show. The gas must be piped ashore and into the network of feeder lines traversing the country. About 1,250 miles of high-pressure pipe lines are scheduled for installation by 1970 at an estimated cost of $420 million.

The overall conversion budget, involving changeover of many thousands of pieces of equipment, is more than $1.2 billion. High-pressure and high-temperature materials will be required in laying the mains, thus boosting the demand for flow control units. Both above-ground and underground tank and storage facilities will be needed.

Sales potentials are especially good for burners, burner tips, electronic control equipment, instrumentation, leak detectors, furnaces for malleable castings, cutting tools, sealing material for internal and external sealing of mains at high pressure, pipe and communication equipment.

In order of priority, the following British industries appear to offer the greatest industrial gas equipment sales opportunities: Chemical, petrochemical, pottery, cement, glass (systems for gas), electricity generation, steel finishing and iron melting.

An industry-organized Government-approved trade mission of gas equipment industry officials toured Europe in 1967, stopping at London and Birmingham in the United Kingdom, reported that the need for conversion kits in Britain will rise from about 1.5 million in 1968 to 5 or 6 million by 1970.

U.S. firms interested in taking part in the London show may obtain more information from the Bureau of International Commerce (code 932), U.S. Department of Commerce, Washington, D.C. 20230 (phone: Area Code 202-967-3849), or from any Commerce Field Office.

Venezuela snaps back

Petroleum boost from Mid-East crisis helped already rising business confidence

During 1967, the Venezuelan economy improved substantially over the previous year which had seen a drop in petroleum production, a flight of capital, a fall in international reserves and a rather severe contraction in the availability of credit. Preliminary estimates indicate that the rate of growth climbed from the 2.5% recorded in 1966 to between 5% and 6%, according to the latest Economic Trends Report submitted by the U.S. Embassy in Caracas.

Over the first half of the year business confidence and bank liquidity recovered slowly as oil production was slightly below its seasonal norm and businessmen sought assurance that the 1966 recession had been only a temporary phenomenon.

Beginning with the Mid-East crisis in May, which disrupted world oil supply patterns, the Venezuelan economy began to move. At the period of peak demand in July, oil production had increased by some 400,000 barrels over pre-crisis figures. The surge in oil production brought with it renewed optimism as well as increased earnings and a return to a broad-based economic expansion.

Most observers believe that 1968 will see a continuation of this favorable economic performance, although the rate of growth may be somewhat less vigorous. This is a presidential election year and the economy is, of course, vulnerable to the uncertainties which usually attend national political campaigns. Economic conditions at least during the first half of the year, however, should hold up, sustained by relatively easy credit, increased Government spending and firm oil production.

Oil output up 5%

Total petroleum production in 1967 increased to 3.54 million barrels a day, or about 5% more than average production during 1966. The gain came almost entirely during the second half, when Venezuelan oil moved into European markets normally supplied from the Middle East. At year's end, production and exports were still at high levels although down from the mid-summer high, and it was expected that higher production would carry over into 1968.

Government spokesmen are forecasting a 2% increase for petroleum production in 1968 which would yield a total of approximately 3.6 million barrels a day. Deterioration of the situation in the Middle East could increase this further.

As yet, there are no details available on the performance of the various internal sectors of the economy, although President Leoni in his annual New Year's message stated that domestic production had increased by about 6.5%. Manufacturing has been growing at an approximate annual rate of 5% in recent years and probably performed at about this level during 1967.

The second half of the year saw particular improvement in nondurables. Expansion in durables lagged, with some observers suggesting that the July earthquake had served as a psychological brake to durables purchases.

The coming year should see a similar performance in the manufacturing sector. The normally expansionary effect of heightened Government spending in an election year and a relatively easy money situation will be offset somewhat by the inventory reductions which usually accompany an election year.

The Government reports agricultural growth of about 6% during 1967, the approximate average over the past several years. This year will probably see the rate of growth in agriculture at least sustained at current levels as Government programs in the politically important areas are augmented.

With the sharp increase of revenues spurring the Government's contribution to the economy, the service industries probably had a rate of growth between 5 and 6%. Growth in this sector should be at about the same level in 1968.

The private construction industry, which normally accounts for about half of total construction, did not have a good year. Lack of credit and a temporary oversupply of high rise units restrained dwelling construction. The earthquake in July had a twofold effect: construction activity concentrated on repair of damaged high rise buildings, and the public's enthusiasm for inhabiting such structures was greatly diminished.

There was, however, substantial public construction and it is possible that construction activity as a whole increased somewhat over 1966.

With better credit conditions and a receding psychological reaction to the earthquake, private construction should improve in 1968. During an election year, Government construction activity will, of course, be heightened. The result should be a spurt in the construction industry, which has been in the doldrums since 1965.

Mining of iron, which is the only significant mining activity in Venezuela, declined by about 5% during 1967 because of weak world demand. Current market conditions hold out little hope for much improvement this year.

Credit conditions improved substantially over the tight money prevailing throughout the last half of 1966. Banks, which almost unanimously complained of being very tight in late 1966, began in the spring to report a substantially easier situation coupled with a continued demand for loans. As a result, the banks were in a more competitive posture and

PRIVATE CONSTRUCTION INDUSTRY in Venezuela should rebound this year as credit conditions improve and the psychological shock of the 1967 earthquake recedes. These U.S.-made units can crush up to 1,000 tons of limestone per hour.

there was some downward pressure on interest rates.

With higher Government expenditures expected this year, bank liquidity will probably continue to increase. Some concern has been expressed that the existing very liquid state of the banks coupled with higher Government expenditures makes for an inflationary situation, and monetary authorities may seek to reduce the liquidity level somewhat.

Venezuela ended the year with $857 million in foreign exchange reserves, an increase of approximately $100 million during the year and the highest level in recent years. Foreign exchange reserves were swelled by increased receipts from the oil industry and, of equal importance, the fact that for the first time in several years there was no capital flight during the summer. When the dollar came under some pressure following the devaluation of the pound sterling, there were even indications that money which had been maintained abroad was returning to Venezuela.

Although figures are not yet available, the balance of payments on current account probably returned to a net favorable position after several years in the red.

Government income rose by approximately 10% during 1967, and although expenditures also increased, the Government reported at year-end that its fiscal operations would result in a surplus of close to 300 million bolivares. The increased Government income derives mainly from 400 million bolivares in back tax payments from the oil companies and higher royalty and other payments because of increased oil production levels.

Foreign trade

Through the first six months of 1967 total imports rose by about 12% as the economy rebuilt inventories depleted during the uncertainties of the last half of the previous year. An informal estimate indicates that total 1967 imports increased by about 5%. The U.S. share of the market probably fell to slightly under 50%.

Imports during 1968 are expected to increase but at a rate somewhat less than last year's. There should be little change in the U.S. share of the market. Although there was considerable talk about the need for revision of the bilateral trade agreement between the U.S. and Venezuela, not much in the way of concrete progress toward revision was achieved.

There also was little real progress made in LAFTA over the year, although Venezuela completed negotiations with nine of its ten partners. Little of substance was accomplished on either the national or the common list negotiations. Some limited progress was made on complementation agreements covering automobile manufacture and petrochemicals.

INVESTMENT CLIMATE REMAINS EXCELLENT in Venezuela, but investors should be aware of the future of LAFTA and other economic integration plans. This General Telephone and Electronics-built tower at Merida, in the Andean foothills, is helping to integrate the national communications network.

Venezuela's negotiations with the so-called "Andean block" were more positive. Some tentative industrial agreements have been worked out, although they do not cover volume products, and some progress has been made in the financial integration of countries within the bloc.

The greatest progress was achieved in negotiations leading toward more economic integration with Colombia. One agreement involves joint construction of a fertilizer plant and tentative agreements have been reached covering several other minor items.

Economic integration is now looked at more coldly by private interests than was the case a year or so ago when it appeared that business had at least accepted the necessity of integration. Increasingly, private businessmen complain that they will be badly hurt by tariff concessions.

No recent figures are available, although employment in Government as well as in the other service and commerce industries undoubtedly increased. Employment levels in manufacturing also rose. On the whole, however, there probably was little change in the aggregate unemployment level, as increased employment probably did no more than offset additions to the labor force.

Wages, in general, held approximately steady although both Government and some segments of industry received small increases.

Little basic change

Basic conditions in the petroleum industry are unchanged, although the crisis in the Middle East brought a short-term improvement in production levels and the Government is determined to begin a more vigorous approach to developing additional oil reserves.

The competitive position of Venezuelan petroleum is still subject to the same factors which mitigate against any large increases in volume. Clean air requirements on the U.S. east coast, which is a prime market for Venezuelan fuel oil, can be expected increasingly to make inroads into Venezuelan residual fuel oil sales.

Venezuelan petroleum typically has a high sulphur content and until desulphurization facilities begin operation in several years' time, Venezuelan petroleum will lose markets to other suppliers.

There is increasing need to establish the basis for development of new producing areas as well as the present concessions which will expire in 1983. Seismic exploration has been completed in Southern

New Zealand slump persists;

Sales of clothing, household goods and appliances, and furniture all declined. Exceptions were food, drink and tobacco,

being done in the Gulf of Venezuela. These surveys will form the bases for service contracts in these new areas to commence this year.

The shift from consumer goods output to the production of intermediate and basic goods which has been underway for some time is, of course, continuing.

The opening last year of an aluminum plant jointly operated by Reynolds and the Venezuelan Government is another step in this direction. So, too, is the announced intention to establish a flat products plant as an adjunct of the Government-owned steel mill. Both of these operations are in Ciudad Guayana, the newly-created complex which the Government hopes will be Venezuela's industrial center of the future.

In the burgeoning petrochemical industry, there have been no significant developments over the past several months. The Government continues to place a high priority on petrochemical development, and the substantial investments already announced are being implemented. Apart from local procurement of goods and services, these investments will have little impact for several years.

The introduction into the U.S. Congress last year of various legislative measures designed to restrict U.S. imports resulted in a strongly negative reaction in Venezuela. It also gave support to those who claim Venezuela is overly dependent on the U.S. market and should seek to expand its trade relations, including those with Eastern Europe. Trade contacts with Eastern European countries increased in 1967 and will doubtless continue to do so.

Despite relatively little significant progress during the past year, interest in economic integration continues strong. During this election year, progress may not be much more apparent, but LAFTA and sub-regional arrangements are a definite fixture on the economic scene and can be expected to have an increasing effect on Venezuelan trade patterns.

Implications for U.S.

The increasing importance of the United States as a market for Venezuelan petroleum ensures that Venezuela will continue to seek a more privileged access to that market. If anything, Venezuela's efforts in this direction will be intensified by the negative impact of U.S. clean air requirements on Venezuelan sales.

Following Congressional approval last year of the Government's request for authority to negotiate service contracts, there has been increasing interest on the part of the oil companies in the nature of these contracts. To date, no service contract has revealed little more than the broad outlines of its thinking on the form such contracts would take.

Ground-rules for bidding on service contracts will begin to be issued early this year. There have been visits from representatives of foreign oil companies not now operating in Venezuela seeking information on the possible availability of producing areas, with companies now in Venezuela also greatly interested in expanding their activities in the country.

The market for U.S. imports will continue to evolve away from consumer products and toward producers' goods and raw materials as a logical result of the changing pattern of Venezuela's industrialization. This is not to say that there will still not be good export opportunities for consumption items, but significant new outlets will probably increasingly be found in producers' goods.

The investment climate in Venezuela remains excellent, but here again the areas which can best accommodate new investors are in intermediate or basic production. Some thought should also be given to the future impact of LAFTA and other economic integration plans.

Wider U.S.-Nepal trade ties seen as economy develops

Nepal's predominantly agricultural economy is not subject to wide fluctuations in business activity. A telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Kathmandu says that continued progress toward economic development goals may be expected.

Short-run economic prospects have been improved by Nepal's December decision to devalue the rupee, as well as good weather for crops during the past growing season. Straitened Government finances are a problem, however, and inflationary pressures are building.

These factors will have relatively little impact on U.S.-Nepalese economic relations during the coming year.

Trade and investment links between the two countries are minimal. More significant commercial ties could be established in the future, especially in the tourism and agri-business fields, as Nepal progresses toward its economic goals.

The full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va., 22151. Price: $1.50. Order DIB 68-03-008.

...of economic pause brings strong action by French officials

Outlook for U.S. exports remains good, but boycotts cloud prospects

In the face of growing dissatisfaction about the current state of the economy, for which 1967 was the poorest year in overall growth terms since 1959, the French Government took sudden and decisive action in January to stimulate economic expansion.

A program was announced to stimulate both consumer demand and investment, says a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Paris. The most dramatic element in the package was a cut in the personal income taxes due from most taxpayers in 1968.

Another element in the Government's decision was the expected impact of the British devaluation and the new U.S. balance of payments measures. Direct investment capital outflows from the U.S. are expected to fall drastically this year, but the impact should be largely offset by the reflationary effect of the new French program.

Further, as another result of the French program and with the Kennedy Round tariff reductions scheduled for July 1, the outlook for U.S. exports to France this year is good. However, threatened or actual private and unorganized boycotts of French products by some American businessmen are a cloud on this otherwise clear horizon, since such boycott could boomerang to the detriment of U.S. exports.

Another cause for some possible concern is the official French attitude toward certain elements in the U.S. balance of payments program, especially the regulations governing repatriation of earnings. The French have said that this provision may create certain problems regarding the status of U.S. affiliates in France, and have spoken of possible consequences. There is no hint as to what action might be taken.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-009.

creased by 2,500 tons, and cheese by 4,000 tons over the same period of the preceding year.

New Zealand slump persists; full effects of devaluation cannot be determined as yet

General business outlook is unfavorable for the near future; U.S. unfavorable trade balance likely to become even worse

Prior to the 19.45% devaluation in November, the New Zealand economy was in the doldrums, because of the deflationary measures adopted by the Government to help correct a continuing, large balance of payments deficit, resulting chiefly from a sharp drop in earnings from wool sales.

Now, two months after devaluation the economy is still marking time, according to the latest Economic Trends Report submitted by the U.S. Embassy in Wellington. It is yet too early to determine whether devaluation will be effective in reducing imports and increasing exports.

Preliminary estimates indicate that devaluation has resulted in an increase in farmers' earnings, chiefly through higher returns from beef and lamb overseas sales, but with manufacturers suffering a drop in profits because of the higher costs of imported components. Devaluation does provide New Zealand with an opportunity to put its economy on a sounder basis, and make a better allocation of its resources.

The general outlook for business is unfavorable, at least for the next few months, as deflationary measures continue to exert their effect. The Government has called upon producers to make increased efforts to export and to hold down prices.

However, Government spokesmen have not encouraged exporters to cut their prices to be more competitive, and there is no indication that New Zealand manufacturers are passing on, or sharing, savings resulting from devaluation.

Tight policies continue

For its part, the Government intends to continue its tight fiscal and monetary policies, with Reserve Bank interest remaining at a high 7%. The Government indicates that the rate of increase of government spending will be lowered; private observers believe that there will be no drop in government and local authority spending.

The large deficit on current account necessitated heavy overseas borrowing in 1967-68 from the International Monetary Fund (IMF), World Bank, Bank of International Settlements, and British and European private banks, totaling NZ$153 million.

As a major world producer and exporter of pastoral products, the prices of which it cannot control, New Zealand is especially vulnerable to the international and domestic economic policies of foreign governments and directly affected by the economic welfare of its overseas customers.

In the short period of six weeks New Zealand has been forced to devalue its currency because of U.K. devaluation, and has been informed that U.S. private investment to its area is to be cut back and tourism is to be discouraged.

Gross National Product (GNP) growth rate has continued its downward trend. It has fallen from a 7.3% increase in 1965/66 to 5.4% in 1966/67, and is expected to drop to around 3% for 1967/68. GNP for 1966/67 was NZ$3,937 million; for 1967/68 it will reach just over NZ$4,010 million according to competent observers.

Consumer demand weakens

Although retail merchants reported sales at a satisfactory level during the Christmas rush, business during the last quarter of 1967 was down. Most merchants reported that orders and sales had declined.

There had been a temporary surge in demand following devaluation, as reports circulated that devaluation would result in price increases of at least 5% for both imported and domestic goods.

During the third quarter, ending September 1967, retail sales dropped an estimated $9 million to $370 million. This was 2½% less than in the previous year. Retail petroleum sales increased only 0.7% during the last quarter of 1967 compared to a normal increase of around 5%. New car sales were slow, too, according to dealers.

Sales of clothing, household goods and appliances, and furniture all declined. Exceptions were food, drink and tobacco. Merchants in general are pessimistic about the chances for an early upturn, as long as the present fiscal clamp-down on the economy exists, and until there is a substantial improvement in overseas sales of basic products.

It is estimated that personal consumption expenditure for the year ending March 1968 will drop approximately 5%.

Retail prices increasing

The All Groups Consumer's Price Index for the fourth quarter went up only one point, from 1103 (1965 = 1000) to 1104. The small increase was due in part to a 3.5 point drop in the food group.

However, retail prices are now beginning to increase, particularly for items imported from non-devaluing countries. Increases will also occur in locally manufactured goods because of the increased cost of imported components. Meat prices are going up, after the brief drop last quarter.

The trend of downward production in most manufacturing industries continued during early 1968. A majority of firms believe that there will be no improvement in the first half of 1968. Latest figures available show drops in both sales and orders from 6% to 8%.

Stocks of raw materials are somewhat smaller, but stocks of finished products are up slightly. As an exception to the general rule, some pulp and paper mills are planning to increase their output and exports.

Forest product manufacturers showed a good 1967 third quarter export increase of NZ$1,300,000 over the same period last year. Generally, however, manufacturers say 1967 was the worst year since 1962; some say since the war.

Contrary to the lower output figures reported by manufacturers, New Zealand farmers continued to improve their productivity and total output. At the same time, and more important, better prices will result in higher farm income. Recent figures show increased production of dairy and meat products, pears and apples.

Sixty million sheep can be expected to produce greater amounts of wool, which is now being sold at higher prices since devaluation.

In October, butterfat production set a record of 83 million pounds, a 9% increase over October 1966. Following the same trend in the United States, this increase was achieved with a 5.7% decrease in the number of dairy farmers. Butter and cheese output also increased; in the five months period from June to October, 1967 butter manufactured in-

creased by 2,500 tons, and cheese by 4,000 tons over the same period of the preceding year.

In February, New Zealand will commence its important negotiations on butter quotas with the United Kingdom. Optimistic expectations are for both an increase in the quota to around 185,000 tons, and an improvement in the price.

If New Zealand can hold the line at least to last year's tonnages and price levels, more than NZ$90 million in badly needed foreign exchange will be earned.

Unemployment increases

In January, workers looking for a job reached the high total (for New Zealand) of 7,892—a .75% rate. However, at the same time newspapers carried 5 to 6 pages of help-wanted advertisements for skilled workers and office administrative personnel. Labor productivity reportedly improved as the unemployment rate increased. The Federation of Labour has applied for a 7.6% General Wage Order increase. A compromise raise of around 4% will probably be granted to match expected price increases.

Construction activity, except for a modest office building boom in Wellington, is slow. Government and private housing permits both fell. Private Capital Formation is expected to fall by 5% for the year ending March, 1968 to a total of NZ$525 million.

By the end of November the Current Account Balance had a deficit of NZ$89.7 million, a sharp increase over the NZ$53 million deficit of the year before. However, since the 19.45% devaluation did not occur until late November, the expected reduction in imports and increase in exports have not yet been statistically verified.

The Government hopes to halve the deficit in 1968 and eliminate it in 1969. Both imports and exports fell—imports by NZ$64.1 million and exports by NZ$90 million. Wool sales alone dropped a precipitous NZ$99 million; small increases were registered by forest and dairy products.

Current wool production has been estimated at 740 million pounds, with foreign exchange earnings increasing to NZ$150 million. This high figure, however, is based on the optimistic assumption that wool prices will soon go higher than the current average auction price of 25¢ a lb.

Unfortunately, increasing world demand for synthetic fiber textiles does not give strong support to this assumption. In the first nine months of last year total purchases of raw wool by United States buyers were 40 percent down compared to the same period in 1966. 643,182 bales remain in warehouses; the Wool Commission hopes to dispose of these stocks gradually over a three year period in order not to weaken the market unduly. On the positive side, the government has indicated that devaluation will enable it to eliminate some import licensing requirements. An announcement of the new licensing regulations will be made in March.

FOREST PRODUCT MANUFACTURERS in New Zealand report that 1967 was the worst year experienced by their industry since 1962. This is a pulp and paper mill located near Kinleith.

To encourage manufacturers to export, the government retained the export tax deduction incentive at 15% instead of abolishing it completely, as it had first intended to do following devaluation. Devaluation plus the gradual reduction of tariffs on certain items is expected to result in increased New Zealand exports to Australia.

The effect of devaluation will be to increase the cost of U.S. products by about 22%. Unless U.S. manufacturers make concerted efforts to sell in New Zealand sales will fall. Price competition with devaluing countries, and in particular, with the U.K., will be stronger.

To meet this competition, improved products, services and low prices will be essential. Sales emphasis should be given to new and replacement equipment for manufacturing plants increasing their output of processed forestry, meat and dairy products, as well as to general farm machinery.

New Zealand's exports to the United States are likely to be lower because of continued quotas on its dairy products. Increased meat exports may offset a part of this loss.

The U.S. unfavorable balance of trade with New Zealand is liable to increase, as New Zealand continues its deflationary policies, and as the higher cost in New Zealand of United States goods following devaluation causes a drop in U.S. exports greater than the reduction of New Zealand imports into the U.S.

On the other hand, removal of some goods from import licensing requirements may provide U.S. exporters with a better opportunity to sell in New Zealand. Improved farm income should assist sales of farm machinery and fertilizers.

British preferences, however, will continue to be an impediment to increasing U.S. exports to New Zealand.

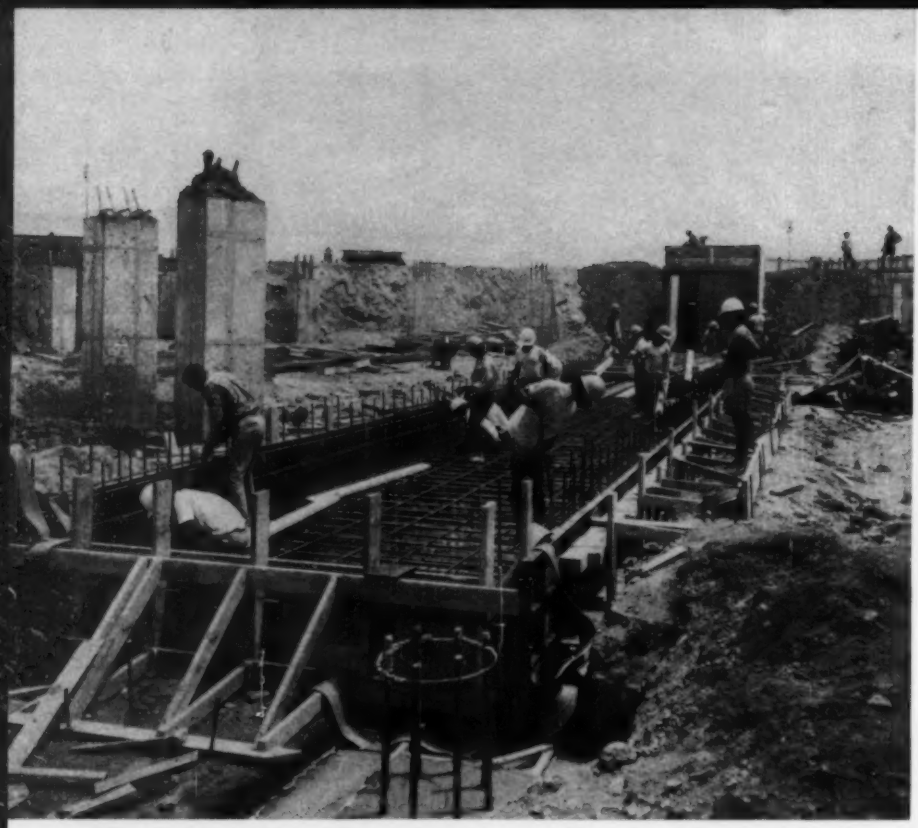
U.S. sales may drop

As one result of the recently announced U.S. investment controls, the export of U.S. equipment for contemplated new venture projects may be reduced.

New Zealand needs foreign investment which will bring in new technological skills, and hopes that U.S. companies will not cut back, or cancel, any plans to establish new plants.

Although the deflationary policies of the Government of New Zealand, and the investment controls of the United States will put a damper on both trade and investment, the measures of both governments are temporary.

If balance of payments deficits of New Zealand and the United States are greatly improved, or eliminated in 1968/69, the long term result should be strengthened economies and increased foreign trade between the two countries.



ALUMINUM PRODUCTION COMPLEX built by Kaiser in Ghana can help country reach export aims.

Austerity brings results in Ghana as trade gap narrows and internal business conditions remain stable

Tight labor situation points up need for agricultural expansion; foreign commodity assistance is still essential to economy

Under tight controls, both private and Government consumption in Ghana has increased gradually—with an accompanying depletion of stocks of goods—while the gap between exports and imports has narrowed appreciably. However, fixed capital formation is still disappointing, according to the latest Economic Trends Report submitted by the U.S. Embassy in Accra.

Conditions are generally stable. Food and consumer supplies are adequate. Food prices—a significant factor in the national consumer index—reflect only a seasonal rise after the immediate increase in the cost of imports caused by devaluation.

The wholesale and retail markets are steady; merchants are generally adhering to price regulations and showing restraint in trade not so governed.

Wages similarly have tended to conform to official post-devaluation policy which afforded workers in the public sector a 5% raise and recommended the same figure to private employers as a maximum for the time being. Organized labor has recently tended to be more assertive than in the past, but active unrest is confined both by Government firmness and the static demand for labor. This tight employment situation in urban centers favors a growing national attention to the need to expand agricultural activity.

A modestly improved cocoa output in this main-crop season is chiefly due to an increased incentive-price to the farmer. But stimulating production in the timber, mining and manufacturing industries will require various measures. Manufacturing now uses less than 50% of available plant capacity (single-shift basis), and construction activity is at a low ebb.

Constraints on production

Ghana's general aim of exporting more and importing less relies in the long run on the rationalization of agriculture as the primary base. Shorter-term solutions depend on expanding trade in traditional exports while improving manufacturing output. Both these latter efforts face difficulties.

Long-established timber and mining companies complain that revisions to the tax structure have not reduced, for instance, the high levy on profits. Nor has study by investigatory bodies resulted in much change in production and marketing regulations which the producers regard as restrictive. New investment is of course influenced by such opinions, as well as by Government receptivity and response.

Ventures involving lease of land or concession rights are now subject to careful scrutiny by responsible ministries, since public discussions during recent weeks revealed some sensitivity regarding property transfers to foreign interests, specifically the proposed participation of a U.S. firm in the operation of a state corporation.

Import substitution by local manufacture may not in every case result in net foreign-exchange savings. Nevertheless, it is desirable for various reasons to operate Ghana's numerous state manufacturing corporations as efficiently as possible, pending their possible disposition through sale or private participation.

A principal impediment—affecting private enterprise to perhaps an even greater degree—is the import-controls system which however equitably administered is subjective, cautious and deliberate in movement. A good deal of thought has already gone into how to free fiscal resources to permit acquisition of raw materials, equipment, and spare parts for needs projected further than is now feasible. Other problems beset the state corporations—technological gaps, inexperienced management, lack of working capital. Although their expenditure is a

sizable item in Government consumption figures, the outlay is insufficient.

Additional bank credit is hindered because production programs reflect the uncertainties of import supply.

Foreign commodity assistance for Ghana is, of course, crucial. During 1967 its optimum usefulness was flawed by an over-reliance on Government money resources in the issuance of import licenses. In addition, there was an overemphasis on foodstuffs which contributed to an unusually large accumulation of stocks. However, this could scarcely have been avoided without a device to predict bumper crops.

Procurement under the AID Program Loan was initially delayed by local unfamiliarity with its procedures. Secondly, importers have hesitated to make the immediate cedi deposit at 100% of the dollar equivalent as at first demanded by local banks. The small traders, unfamiliar with U.S. commercial usage, have had particular difficulty providing U.S. specifications.

There are relatively few authorized representatives of U.S. suppliers and manufacturers. Qualified dealers are usually found to be already handling competing product lines. This fact and the virtual requirement of 180-day credit terms have been the principal deterrents to American imports.

U.S. share of market

The increased rate at which commodity assistance is used will tend to reduce the U.S. trade deficit with Ghana. Experience with U.S. suppliers can be expected to offset the traditional trade orientation toward the United Kingdom and the Common Market. From the opposite viewpoint, improvement to Ghana's payments position should permit gradual easing of the 180-day credit terms, with important effect on the interest this market holds for the U.S. businessman.

The role of foreign capital in improving the rate of fixed investment in Ghana in respect to state corporations and land use will probably be clarified in coming weeks. An extension of direct investment in the private sector by U.S. firms and banking institutions can be expected, especially in small joint enterprises taking advantage of local-currency reserves in private hands.

The central bank is seeking to liberalize its control over the transfer of profits and dividends earned by manufacturing and agro-industrial companies. Opportunities exist for investment in such enterprises at nominal risk. Properly identified, they are gaining the attention of potential investors.

$60 million U.S. loan fulfills pledge to help meet Indonesia's requirements for foreign help

U.S. agrees to provide up to one-third of total needed assistance if other donor nations provide the balance on satisfactory terms

Indonesia will receive a $60 million aid package from the United States as part of the U.S. pledge to help in meeting Indonesia's aid requirements of $325 million in 1968.

The U.S. pledge was made at the Amsterdam meeting of the Inter-Governmental Group on Indonesia last November, following reports by the International Monetary Fund and World Bank of satisfactory economic progress by the Government of Indonesia. The United States agreed to provide one-third of Indonesia's aid requirements for 1968 if economic progress continues and other donors provide the balance on satisfactory terms.

The current aid package includes $35 million worth of agricultural commodities to be financed under Public Law 480 and a $25 million development loan.

The PL 480 agreement will enable Indonesia to purchase rice, bulgur wheat, cotton and other agricultural products needed in Indonesia. Repayment will be over a 40-year period on very soft terms.

The $25 million loan will be used for essential commodities on Indonesia's B.E. (export bonus) list and will be implemented in a manner similar to that used for the $37.5 million in Agency for International Development (AID) loans authorized by the United States in 1967. It is to be repaid in United States dollars over a 40-year period including a 10-year grace period. Interest will be 2% during the grace period, and 2½% thereafter.

Aid donor countries, including the United States, have agreed to make their aid available to Indonesia for most commodities on the B.E. list. Commodities eligible for financing under the previous AID loans were listed in AID Procurement Information Bulletin 67-10, of Aug. 18, 1967. Most of these commodities will still be eligible for procurement under the new $25 million loan.

However, certain ones have been made ineligible either because the Indonesian Government has decided that some items on the B.E. list should not be imported with aid funds from any donor country, or because AID has established a negative list in connection with the recent loan to prevent the use of AID funds for certain items which would normally be financed commercially. Additional details on the eligible commodities will be available at a later date from the Agency for International Development.

As of Jan. 27, the Indonesian Government modified the B.E. list by reclassifying and changing the commodities it comprises. The B.E. list is now divided into three groups. Group A consists of 23 items considered very essential (such as rice, wheat flour, raw cotton and yarn, and fertilizer) on which duties will be free or very small; Group B consists of 391 items (mostly raw materials, spare parts, and machinery) on which duties will be low; and Group C consists of 57 less essential items (including dates, cigarette paper, shears and clippers) which will be subject to high import duties.

Additional details on the changes in the B.E. list will be published when they become available.

Use of B.E.'s limited

While under the previous regulations aid-B.E.'s could be used for any item on the B.E. list, they can now be used only for items in Groups A and B. Complementary exchange (DP), however, may still be used to import all items on the B.E. list as well as any other commodity with the exception of four items prohibited completely from import into Indonesia: automobiles valued in excess of $2,000 f.o.b.; television sets of 21-inch or larger; luxurious console radios; and cloth with batik motif.

No changes were made in customs duties or surcharges. However, revenues will be increased by a change in the conversion rate for the assessment of customs duties which was raised from the previous rate of Rp. 130 per U.S. dollar to the

level of the aid-B.E. rate. As of Jan. 22, both the base for the assessment of customs duties and the aid-B.E. rate were raised to Rp. 240 per U.S. dollar, compared with the rate for general B.E.'s of Rp. 280 per U.S. dollar. The customs duty rate will be adjusted monthly to conform with the aid-B.E. rate.

Since the government plans to keep the aid-B.E. rate at a level of no more than 15% below the general B.E. rate, the spread between these three rates has been narrowed.

The rate applicable to oil transactions was raised to Rp. 240 per U.S. dollar, effective Feb. 1; it will also be adjusted monthly

Indonesia experienced considerable inflation at the end of 1967 and the beginning of 1968, mainly because of rice shortages and soaring rice prices. This has been reflected in the further depreciation of the currency. The rate for general B.E.'s rose from Rp. 146 per U.S. dollar at the beginning of September to nearly double this figure by the end of January.

However, while inflation continues to be a very serious problem, it has been considerably reduced. The consumer price index for Djakarta, for example, rose 112% in 1967, compared with 635% in the previous year and an increase of more than 1,500% in the twelve-month period ended June 1966.

U.S. exports of domestic merchandise to Indonesia in 1967 amounted to $68.3 million, compared with $67.5 million in 1966, and were less than anticipated because of slow utilization of AID funds. They are expected to be considerably higher in 1968 because of a step-up in the use of AID funds in the last part of 1967, an increase in U.S. aid, and greater opportunities for commercially financed exports as a result of Indonesia's ability to finance a higher level of imports.

Major exports from the U.S. in 1967 were about $24 million worth of P.L. 480 commodities, mainly rice and raw cotton, and the following commodities financed commercially or under the AID loans (in millions of U.S. dollars): motor vehicle and tractor parts and accessories ($3.3); internal combustion engines, except aircraft engines and parts ($3.1); passenger cars and trucks ($3); lubricating oils and greases ($2.9); pumps, centrifuges and parts ($2.8); construction and mining machinery and equipment and parts ($2.2); clothing, not knitted or crocheted ($2.1); aircraft and aircraft parts and accessories ($2.1); tinplate and tin coated sheet ($0.9); mechanical handling machinery and equipment ($0.9); aircraft engines and parts ($0.8); and electric power machinery and parts ($0.8).

Recent devaluations

Since last Nov. 18, when the United Kingdom devalued Sterling by 14.3% from U.S. $2.80 to $2.40, many other countries have followed suit by lowering the values of their currencies in relation to the dollar. Listed below are the countries which have devalued:

			*Value in U.S. $	
Country	**Currency**	**Date devalued**	**Old**	**New**
Anguilla	Dollar	11/18/67	0.58	0.50
Antigua	Dollar	11/18/67	0.58	0.50
Barbados	Dollar	11/22/67	0.58	0.50
Bermuda	Pound	11/18/67	2.80	2.40
Brazil	Cruzeiro	1/ 4/68	0.37	0.31
British Honduras	Dollar	11/18/67	0.70	0.60
Ceylon	Rupee	11/22/67	0.21	0.168
Cyprus	Pound	11/20/67	2.80	2.40
Denmark	Krone	11/21/67	0.1448	0.1333
Dominica	Dollar	11/18/67	0.58	0.50
Falkland Is.	Pound	11/18/67	2.80	2.40
Fiji	Pound	11/18/67	2.5225	2.16
(Revalued)	Pound	11/26/67	2.16	2.30
Gambia	Pound	11/20/67	2.80	2.40
Gibraltar	Pound	11/18/67	2.80	2.40
Guyana	Dollar	11/20/67	0.58	0.50
Hong Kong	Dollar	11/18/67	0.175	0.15
(Revalued)	Dollar	11/22/67	0.15	0.165
Iceland	Krona	11/27/67	0.0233	0.0175
Ireland	Pound	11/18/67	2.80	2.40
Israel	Pound	11/19/67	0.333	0.2857
Jamaica	Pound	11/21/67	2.80	2.40
Macao	Pataca	11/27/67	0.189	0.165
Malawi	Pound	11/20/67	2.80	2.40
Malta	Pound	11/20/67	2.80	2.40
Mauritius	Rupee	11/22/67	0.21	0.18
Montserrat	Dollar	11/18/67	0.58	0.50
Nepal	Rupee	12/12/67	0.13	0.0987
Nevis	Dollar	11/18/67	0.58	0.50
New Zealand	Dollar	11/21/67	1.40	1.12
St. Christopher	Dollar	11/18/67	0.58	0.50
St. Lucia and St. Vincent	Dollar	11/18/67	0.58	0.50
Seychelles	Rupee	11/18/67	0.21	0.18
Sierra Leone	Leone	11/22/67	1.40	1.20
South Yemen	Dinar	11/18/67	2.80	2.40
Spain	Peseta	11/20/67	0.0166	0.0143
Trinidad and Tobago	Dollar	11/23/67	0.58	0.50
United Kingdom	Pound	11/18/67	2.80	2.40

* These are approximate parities or official rates—subject to fluctuation in foreign exchange market.

Brazil offers reduced import duties and taxes to companies supplying its building industry

New construction projects increase demand for materials, especially cement, copper tubing, and others in short supply

The Brazilian Government is granting tax exemptions and reductions and other favorable treatment to stimulate the domestic civil construction materials industry.

Mining and construction machinery is one of five categories of equipment to be shown at the U.S. Industrial Equipment Exhibition in Sao Paulo next October.

The incentives include: exemption for four years from import taxes and industrial product taxes incident on imports of equipment, machines, tools and instruments, as well as their accessories, spare parts and tools, provided none of them have a national similar; reduction of income taxes in the initial period of operation through accelerated depreciation write-offs, and recommendations for favorable treatment by customs and credit authorities.

The decree (No. 61.979 of Dec. 28, 1967) defines the civil construction materials industry as the industrial transformation of primary or semi-manufactured materials into materials destined for the construction, repair or demolition of buildings; the construction and maintenance of roads and public parks; the construction of bridges, viaducts and other highway structures; paving in general; construction of water supply and sanitation systems; and the execution of hydraulic and maritime works. The decree provisions do not apply to metallurgical products or mechanical machinery.

The Executive Group for the Civil Construction Materials Industry (GEIMAC), which operates under the supervision of the Industrial Development Commission of the Ministry of Industry and Commerce, will grant the incentives. They will be given to enterprises whose projects contribute to expanding the civil construction materials industry, narrowing developmental disparities among the various regions of Brazil, increasing sources of foreign exchange, improving efficiency and productivity, and strengthening and broadening national entrepreneurship.

The incentives are designed primarily to help the construction materials industry meet the rapidly growing demand created by greatly increased inputs of official and private capital in the housing sector.

The National Housing Bank (BNH), which is responsible for federal low-cost housing programs, and private enterprises, mobilized over $519 million in 1967, which corresponds to the cost of more than 212,000 housing units. BNH completed about 35,000 units at a cost of $32.88 million in 1965, its first year of operation. In 1966 it completed 92,000 units, more than double the 1965 figure.

New and expanding savings and loan associations, social security and retirement funds, federal and state savings banks, deposit guaranty and mortgage insurance programs, and 14 BNH programs that assist private real estate finance and construction industries, all should provide permanently increasing supplies of funds for investment in the housing sector. Funds from BNH are being used for 10- to 12-year mortgages, the first financing of this type to be made available since the acceleration of inflation wiped out long-term home owner credit.

The strong upsurge of construction activity has caused serious shortages of construction materials, most notably of cement. Shortfalls of copper tubing and vitreous materials also are in the offing. The National Development Bank (BNDE) estimates that the demand for cement in 1968 will approximate 7,230,000 m.t., whereas domestic production capacity will be only about 7,046,000 m.t. Deficits in supply are evident already and cement is being imported in large quantities (from eastern Europe) for the first time since 1956.

This is one of a number of incentive programs to stimulate investment in Brazil. Other industries covered are tourism, fishing, forestry, chemicals and petrochemicals, food, movie, textiles and leather, and agricultural machinery. Various regions, states and municipalities offer special incentives as well.

Information on these programs is contained in "Incentives to Invest in Brazil" 1/03/02948, available from the Federal Clearinghouse for Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151.

Spain lowers import costs of several raw materials

In an effort to lessen the increase in peseta import costs resulting from the recent devaluation, the Spanish Government has established a system of duty and tax allowances for many items in its tariff schedule, primarily essential raw materials. The allowances are for part or all of the transitory duty, compensatory import tax, or both.

The most important U.S. exports which will benefit from the new system are: coal, scrap iron and steel; naphthalene; cow hides; certain condensation, polycondensation, and polyaddition products; residues from vegetable oils other than cotton; synthetic fibers; synthetic fiber yarn.

For further information on specific products write to: European Division, BIC-888, U.S. Department of Commerce, Washington, D.C. 20230.

Alliance loan to buy U.S. goods for Nicaragua plant

The Export-Import Bank of Washington has authorized a $420,000 Alliance for Progress credit in favor of Atlantic Coast Chemical Company, a new Nicaraguan producer of naval stores. Proceeds of the loan will finance purchases of U.S. equipment needed in the new undertaking, including tanks, pipe and fittings, pumps, generators and motors, and trucks.

The naval stores plant, located at Lecus in northeast Nicaragua, will produce FF rosin, used in manufacturing linoleum and paper; turpentine, to be used primarily in the preparation of chemicals, paints, and insecticides; and pine oil, to be used in disinfectants. Most of the rosin output is to be sold in Europe and the other products will be marketed in Latin America.

NEW CHEMICAL RECOVERY PLANT (at right above) is the first step in a $2 million expansion project to bring Olinkraft's production of high-quality kraft paper for packaging to over 100 tons daily.

Olinkraft's Brazil subsidiary marks tenth year of growth

Several U.S. firms supplied products to help refit plant; Alliance loan played key part in recovery of stagnant operation

When the Olin Mathieson Chemical Corp. took over, in 1958, a pulp and paper mill in Santa Catarina state, Southern Brazil, the plant was turning out ten tons daily of low-grade, unbleached paper.

Today, production has reached 70 tons daily of high-quality long-fiber kraft paper, an essential packaging material for Brazil's industrial and agricultural economy.

The Brazilian subsidiary—Olinkraft Cellulose e Papel Limitada—further intends to hit a target figure of 100 tons daily, thanks to a $2 million-plus expansion project, the first stage of which is already reality, in the form of a chemical recovery plant erected with the help of an $800,000 loan made in 1964 by the U.S. Agency for International Development.

The loan, made through an Alliance for Progress program aimed at assisting key private enterprises vital to development, was made to finance the foreign exchange costs of U.S. equipment, materials and services.

Chief U.S. suppliers

Chief U.S. equipment suppliers were: Babcock and Wilcox (recovery boilers), Chicago Bridge and Iron Works (evaporators), Worthington Corp. (steam turbine), Foxboro Co. (chemical recovery system instruments) and Bailey Meter Co. (recovery boiler instruments). Consulting engineering services were provided by Sandwell International Inc.

Olinkraft plans to double its present holdings of 30,000 acres, is undismayed by the setting up in the area of a $27 million mill owned by chief competitor Israel Klabin. "We're on a friendly basis down here," said an assistant forester. "There's such a big potential in this state that there's room for all of us."

U.S.-owned firm offers Ecuador investment service

Capabilities range from making initial feasibility study to running finished plant; clears legal snags

A Quito firm, owned and managed by American citizens, has offered its services to interested foreign investors in Ecuador.

The Andean Development Compania Limiteda (ANDEVCO) will undertake feasibility studies of proposed projects, and, if desired, will clear and drain virgin land and have it prepared for agricultural use.

ANDEVCO services range from the initial feasibility study through to project management, including the legal formalities of getting the company operational, securing the benefits accruable under the Development Law, help in the selection and purchase of land, title search and transfer, and the land development process.

ANDEVCO should not be confused with the Andean Development Corporation, a proposed international financial institution of the Andean Subregional Group, of which Venezuela, Colombia, Ecuador, Peru, Chile and Bolivia are members.

Descriptive brochures detailing exact functions and costs may be obtained from the American Republics Division, U.S. Department of Commerce, Washington, D.C. 20230, or directly from Mr. John R. Bromley, General Manager, Andean Development Compania Limitada, P.O. Box 3214, Quito, Ecuador.

French free peanut imports

The French Government recently announced the liberalization of imports of peanuts (tariff number ex 12.01) and peanut oils (tariff number ex 15.07) from all nations.

Investment Opportunities pages 25-27

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contained a summary explanation of the investment control program and further details were published in subsequent issues, including a story this week on Page 8.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad **telephone:** 202-967-3786 or **write:** Department of Commerce (BIC-878), Washington, D.C. 20230.

Multi-national firm funding Latin growth saw 1967 most active year of past twenty

Bahamas-based Deltec encourages Latin Americans to invest at home, seeks European capital, in order to relieve pressure on United States

Who says money is tight? Deltec, an international company which specializes in supplying short to medium-term hard currency loans to private enterprise in Latin America, has just finished the most active year since its founding in 1946.

Placement of Latin American hard currency loans by Deltec with institutional and other investors in Europe, North and South America increased 35% in 1967, amounting to $108 million as opposed to $80 million in 1966. During the past seven years Deltec's hard currency loans in Latin America have totaled $430 million.

Deltec's activities in the past year included:

- a $10 million loan to Colombia's central bank, made at a time when the bank was under pressure;
- Acquiring and reorganizing the Rio Flour Mills properties in Brazil;
- Expanding the Santa Magdalena fishmeal company in Peru;
- Substantial investments in Argentine stocks, and
- Completion of a major study, commissioned by the Inter-American Development Bank, of the capital markets of four countries—Argentina, Brazil, Peru and Venezuela.

A chief purpose of Deltec is to provide a means for the developing middle class throughout Latin America to invest its savings in the region itself. As one means toward this end, Deltec administers both open and closed-end mutual funds in many of the nations where it is most active, and many of its affiliates are members of local stock exchanges.

By soliciting European capital, Deltec helps take some of the financial pressure for the development of Latin America away from the United States. Exactly half of the $108 million loaned by Deltec in 1967 was provided by European interests, while only 29% was furnished by the United States. The year before, Europe had accounted for only 37.1% while the U.S. furnished 42.6%.

Deltec's board is inviting new capital subscriptions of $10 million, to be drawn in approximately equal amounts from Latin America, North America, and Europe. The European portion reportedly has already been subscribed.

Deltec stock is also divided almost equally among European, Latin and North American investors.

The Bahamas-based firm has subsidiaries or affiliates in Argentina, Brazil, Chile, Colombia, Mexico, Peru, Venezuela, Canada, United Kingdom, France, Spain and Switzerland. The U.S. subsidiary is Frederic H. Hatch & Co. of New York.

German atomizer firm seeks cross-licensing agreement

A German manufacturer of various types of atomizers, including perfume and special atomizers, seeks a cross licensing agreement with a U.S. producer of perfume atomizers.

The German company is interested in adding a quality atomizer to its product line and offers its patented plastic perfume atomizer mountings for production by the U.S. concern. Reportedly, the German company is one of the leading European manufacturers of pump atomizer mountings.

Write: Erich Pfeiffer KG, Metallwarenfabrik, 7760 Radolfzell a. Bodensee, West Germany. WTD.

Australia gas producing plant available for conversion

The Australian Government plans to dispose of its large 12 year old brown coal lurgi pressure gasification plant at Morwel, soon after natural gas is introduced in Melbourne during 1969, should be of interest to U.S. firms capable of converting the plant to the production of ammonia, oxygenated chemicals, methanol or fertilizers.

The plant facilities which are fully operational include six gas generators and waste heat boilers, two pressure oil wash towers, three pressure water wash towers, three water wash turbines, three aeration

towers, three oxide purifying towers, two absorption towers, two odourant tanks, two gas streams and two gas coolers and drop separators.

For further information **write:** Mr. J. C. Cawsey, Production Controller, Gas & Fuel Corp. of Victoria, 171 Flinders St., Melbourne, Australia. (The corporation is Government owned and operated.)

Six U.K. firms seek U.S. licenses

Products allied to present lines sought for expansion

Six U.K. manufacturers want licensing arrangements with U.S. producers to make products complementary to their present lines: labels, electrical equipment, industrial machinery, water based paints and conveyor systems.

U.S. companies interested in responding to these proposals should correspond directly; the names and addresses of the inquiring firms appear at the end of each opportunity.

• A producer of printed fabrics, self-adhesive and hot foil labels seeks a licensing arrangement with U.S. manufacturers to produce similar items, particularly, textile and self-adhesive labels. The firm is also interested in new processes allied to the labeling field.

Write: Harkwell Labels and Tags Ltd., 77-79 Parkway, Camden Town, London, N.W.1, England. WTD.

• An experienced firm of electrical and mechanical engineers currently engaged in sub-contract manufacturing seeks licenses to make products utilizing its production facilities.

The British company has the equipment for high grade welding, fabrication, assembly and wiring of heavy bus-bars. It is also skilled in control lines, both hydraulic and pneumatic.

Write: Peppers of Woking Limited, Stanhope Road, Camberley, Surrey, England. WTD.

• A well established manufacturer of conveyor systems seeks to produce conveyor belts, roller bearing gravity tracks and overhead conveyors under license.

Write: Mr. William Rodger, Dickson & Mann Ltd., Armadale, West Lothian, Scotland.* WTD.

• A license to produce water based paints for electro deposition is sought by a British paint company.

The firm established in 1910 has 26 employees.

Write: Thomas Howe Ltd., Cakemore Road, Blackheath, Birmingham, Warwickshire, London. WTD.

• A large British manufacturer seeks a license to produce hydraulic straightening presses, hydraulic or beam type straightening and bending machines, alligator shearing machines, scrap shearing machines, multi-station and rotary forging and swaging machines, breakers and crushers.

Write: Fairbank Brearly Ltd., Central Works, Church St., Bingley, Yorkshire, England. WTD.

• Established in 1906, a British firm specializing in the engineering and production of special purpose industrial machines seeks a license from a U.S. firm to manufacture and distribute any type of small to medium size machines. The firm has reportedly designed and manufactured machines for the textile, paper converting, food and drinks, furs, fine wine making, and rubber industries.

Write: Testi & Sons Ltd., Eclipse Works, 146a Lea Bridge Road, London E.5, England. WTD.

New Ethiopian insurance firm wants U.S. collaborator

A recently-formed Addis Ababa insurance company is interested in an agency agreement or reinsurance service arrangement with an established U.S. concern. The Ethiopian firm would consider a joint venture, but financial participation by a U.S. investor is not requested.

The Ethiopian company is primarily interested in offering insurance policies which would be acceptable to non-Ethiopian residents. Technical assistance in providing newly developed comprehensive coverage is also requested. The firm currently writes all types of policies, including life.

Interested U.S. firms can obtain complete information about this opportunity by writing: The Star Fire and General Insurance Company Ltd., S.C., P.O. Box 1034, Addis Ababa, Ethiopia. Attention: Mr. Vinodray J. Pandit. WTD.

French firm wants to make plastic wall panels, floors

A leading French manufacturer of wood floors seeks a license to manufacture plastic wall panels or plastic floor coverings. **Write:** Mr. Charles Panaget, 35-Bourgbarre (near Rennes, Ille-et-Vilaine), France.* WTD.

Guatemalan seeks license to assemble electronic products

Firm needs help in installing equipment, training employees

A Guatemala City manufacturer of radios and television receivers seeks a license to produce or assemble electronic components and accessories. The company proposes an arrangement under which it would import the components from the U.S. licensor, assemble them in Guatemala and ship the finished product to various world markets.

If a U.S. licensor desires, it could provide supervision of the installation of any necessary additional machinery and conduct initial training of the Guatemalan firm's employees in the assembly of the components. The firm states that it has the space and equipment to undertake an operation of this type. It employs approximately 60 skilled persons.

Reportedly, the managing partners of the Guatemalan concern are prominent citizens active in both civic and industrial organizations. The concern's president has an engineering degree from a major U.S. university, while his partner is manager of the company distributing electricity in Guatemala City.

Write: Sistemas Electronicos Centroamericanos, S.A., 6a. Avenida "A" 2-22, Zona 10, (Apartado Postal 1277), Guatemala City, Guatemala. WTD.

Italian tinplate company seeks can-making license

An Italian manufacturer of tinplate can-making machines seeks to expand its line of production by fabricating more advanced machinery in the same line under license from a U.S. firm. A representative of the Italian firm, Mr. Italo Porro, will be visiting the United States for one week beginning Mar. 13. Firms interested in contacting Mr. Porro during his stay in the U.S. may do so c/o Sheraton Atlantic Hotel, Broadway & W. 34th St., New York, N.Y., or the Department of Commerce field office.

For further information **write** Mr. Italo Porro, Klinghammer Italia, S.a.S., 20090 Settala, Milano, Italy. WTD.

Italian neon firm wants to make electronic items

An Italian manufacturer of neon indicators, neon lamps and incandescent microlamps seeks a license to produce electronic tubes, photocells, components and accessories for integrated circuits and reed switches.

The Italian firm operates a plant with approximately 4,400 square meters of covered area. It is prepared to invest $500,000 to expand the covered area to 15,000 square meters.

Write: Signal Lux, s.a.s., di Cesare Gallone & Aliette Roulet & Co., via Milano, 20010 Cornaredo, Milan, Italy. WTD.

Firm wants to make spare auto parts, test equipment

A Dusseldorf manufacturer and distributor of battery and radiator testing instruments and hydrometers seeks licensing agreements with U.S. firms. The German company wants to produce automobile spare parts and battery and radiator testing instruments, preferably utilizing some plastic components and parts.

Write: Georg Pforr, CEFO, 272 Volmerswerther Deich, 4 Dusseldorf, Germany. WTD.

Swiss paper yarn producer seeks licensing agreement

A manufacturer of paper yarn seeks to diversify its product line through licensing agreements with U.S. firms.

The Swiss company is primarily interested in making new products in the paper field. However, it is also prepared to invest in new production machinery in order to manufacture synthetics, cosmetics including basic materials, air purifying systems and electro-technical equipment.

To obtain further details **write** the Swiss firm's authorized representative: Icme, Industrial Consulting and Management Engineering Co., Genferstrasse 11, 8002 Zurich, Switzerland. WTD.

Ethiopian meat firm for sale

An Ethiopian meat company now being operated under trustees in bankruptcy will be offered for acquisition in the near future. Interested parties should write: Nawar & Co., Chartered Accountants, P.O. Box 3349, Addis Ababa, Ethiopia.

Canadian wants technical help in expanding output of mechanical power items

A large and diversified Canadian manufacturer of mechanical power transmission equipment, conveyors and conveying equipment, sawmill equipment, log handling equipment, mining equipment, paper and pulp industries machinery, and metallurgical machinery seeks to license advanced technology in order to expand its production line.

Write: Forano Limited, Plessisville, P.Q., Quebec, Canada. WTD.

Paris firm wants license to make electronic goods

A Paris firm, specializing in the manufacture of electronic data processing equipment, seeks licenses to produce industrial and semi-professional electronic equipment, excluding computers, telecommunications, and VHF apparatus. The equipment should be of advanced technology.

Write: Compagnie pour l'Informatique et les Techniques Electroniques de Controle—Groupement Automatisme, Centre de Villarceaux, 91—Nozay par Montlhery (Essonne), France. WTD.

Imports processed in Greece now qualify as locally made

Manufactured goods which consist primarily of imported materials, but which are subjected to final processing in Greece, are permitted to qualify as domestically produced, under a recent ruling by the Legal Council of the Ministry of Industry.

Thus these goods become eligible for the protective margin allowed for domestically produced goods at public tenders where foreign manufacturers are also bidding.

Venezuela modifies shipping document requirements

Venezuelan Consulates now require that all bills of lading and Consular invoices not be dated earlier than 3 days before the sailing of the vessel. Documents dated prior to that time will be rejected by the Consulate.

The deadline for presentation of documents, however, remains the day before sailing of the vessel.

This action became effective Feb. 12.

Asian Bank team to study Korea's farms and fisheries

Mission will also help draw up loan application for projects

The Asian Development Bank has approved a request by the Government of Korea for technical assistance in the organization and development of the Agriculture and Fishery Development Corporation.

While agriculture and fisheries in Korea have recorded substantial progress in recent years, the bulk of the population is still rural and has a relatively limited share in the national income. The Government of Korea has given priority in its development program to measures that would help increase the productivity and incomes of farmers and fishermen. In line with this objective, the AFDC was set up in November with a capital of 5,000 million Won ($18.5 million).

The basic strategy of the AFDC is to help to organize integrated marketing-processing-production systems which have been in many countries the key to the development of efficient agricultural production and marketing. The success of the AFDC will depend upon its organizing itself as a sound and bankable institution, with ability to select and formulate viable projects.

The ADB's technical assistance mission will render advice and assistance regarding the institutional framework of the AFDC and to assist in identifying and formulating projects which can be developed to appraisal standards. Particular emphasis will be placed on the fields of fish marketing, with particular reference to refrigeration; breeding, fattening and processing of pigs including the development of marketing facilities and outlets; and other projects which can be developed at the present time.

The mission will also help in the preparation of an appropriate loan application to ADB relating to the financing of projects described earlier and submit a report to the Bank which will also be made available to the Government of Korea regarding its conclusions and recommendations.

The mission will consist of technical experts in various disciplines. It will spend about two months in Korea while specialist technicians may continue for a further period up to six months, if necessary.

World Trade Opportunities

Malaysia issues tender for television center

Bidders must supply and install complete film, processing system

Malaysia is offering a tender for the supply and installation of all equipment necessary for the complete and working condition of the film and processing systems portion of the television center to be installed in the television house of the Malaysian broadcasting center.

The television operation will be serviced by a complete film and processing department equipped to print, process, edit, and preview black and white 16 mm. motion picture film, 2" x 2" slides and stills. Provision will be made for limited animation work, magnetic to optical sound printing, copying of flat work, slide printing, binding and enlarging. Two studios for specialized sound dubbing are provided in addition to a quality control laboratory and an optical maintenance shop.

The tender number is: Specification No. 220-199, and the bid deadline is Mar. 26.

The tender is submitted by The Secretary, Ministry of Information and Broadcasting, Jalan Mountbatten, Kuala Lumpur, Malaysia. Tender documents are available at M$250.00 per set (Malaysian $3.06 = U.S. $1.00) from N. J. Pappas and Associates, 5253 Decarie Blvd., Montreal 29, Canada. Bidders are required to deposit a certified check, payable to N. J. Pappas and Associates of the above address, for each set of tender documents requested.

One review copy of the tender documents, including drawings and blueprints, is available for inspection only and not on loan, at the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Room 4118, Washington, D.C.

Guatemala invites bids on construction projects

The Government of Guatemala has called for bids on its "Obras Civiles para Subestaciones Guatemala Sur y Guacelate" project, which will include;

1. Sub-station Southern Guatemala: construction of the control building, work shop, access road, urbanization, foundations, and allied works.

2. Sub-station Guacalate: construction of metal structure foundations, urbanization, and allied works.

Bid deadline is Apr. 8.

Complete specifications are available for $100 from: Departmento Financiero Seccion Tesoreria del INDE, Instituto Nacional de Electrificacion, 6a. Avendia 2-73, Zona 4 Edificio Cordon Horjales, Guatemala City, Guatemala, C.A. Correspondence is preferred in Spanish.

Funds for this project will be allocated by the Guatemalan Government from an outstanding credit line provided by the International Bank for Reconstruction and Development.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

NETHERLANDS—Apples, pears, emperor grapes, oranges, lemons, grapefruit; Celery hearts, radishes, fresh beans, onions, carrots, paprika. Direct purchase and agency, representation for all western European, Scandinavian countries. Diskofruit N.V. (importer, exporter, distributor, agent), 4 Eendrachtsplein, Rotterdam 2, Attn: Mr. J. Elbers. WTD 1/68.

019 Miscellaneous agriculture

CYPRUS—Wax foundation for beehives. Agency and direct purchase. Quote c.i.f. Cyprus. M. Kissonergis & Co. (manufacturers' agent, importer, distributor), 36A Regaena St., P.O. Box 1240, Nicosia. WTD 2/68.

201 Meat products

ITALY—Meat extracts for foodstuffs industry. Direct purchase and agency. Franco Rol (importer, wholesaler), Corso Generale Govone 10, Torino. WTD 1/68.

SWEDEN—Frozen poultry, except chicken. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

203 Canning, preserving foods

SENEGAL—Canned, preserved fruits, vege-

tables, sea foods. Requests replies in French, Spanish. Societe Africaine de Commissions et d'Importation (importer, wholesaler), 87, Rue Carnot, B.P. 371, Dakar. WTD 2/68.

SWEDEN—Frozen, dried, canned, and cured seafoods, fish, specialties, fruits, vegetables; retail, institutional, larger quantities. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

204 Grain mill products

SWEDEN—Wheat gluten; protein derivates, concentrates. Agency and direct purchase. Ingemar Munthe (agent, wholesaler), Magasinsgatan 3, Goteborg C. WTD 2/68.

207 Confectionery

IRELAND—Candy, other confectionery products. Direct purchase and agency. C.i.f. Dublin quotations. George P. McVitty (importing distributor), 19 Kildare St., Dublin 2. WTD 1/68.

208 Beverage industries

GERMANY—Whiskey: Bourbon, rye, Scotch type, corn. Requests price quotations c.i.f. Duesseldorf river harbor. Direct purchase and agency. J. G. Hochheuser, Import und Generalvertretung (importer, exporter, sales agent, wholesaler), 1 Fischerstrasse, Haus Luftballon, 4 Duesseldorf. WTD 1/68.

SWEDEN—Flavoring extracts; concentrates; food colorings. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

209 Food preparations

GERMANY—U.S. soybeans. Requests price quotations c.i.f. Rotterdam. Werhahn & Nauen (importer, manufacturer, wholesaler), 4 Weissenberger Weg, 404 Neuss/Rh. WTD 2/68.

IRELAND—Delicatessen packaged foods. Direct purchase and agency. C.i.f. Dublin quotations. George P. McVitty (importing distributor), 19 Kildare St., Dublin 2. WTD 1/68.

SWEDEN—Soybean, other vegetable oils; cocoa substitute; other preparations, kindred products for bakers, confectioners. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

220 Textile mill products

● **MALAYSIA**—Approx. 3,500 hoodless raincoats, 1,500 hooded raincoats, 10,000 green double texture cape ponchos, 3,400 rucksacks, 8,600 olive green blankets. KPN 130/7/5 bid deadline Mar. 15. Bids to be mailed to Inspector General, Royal Malaysia Police, Kuala Lumpur. (Telephone 202-967-5238).

SWEDEN—Cotton, manmade fiber, wool fabrics for clothing industry. Direct purchase and agency. Cloth Import AB (agent), Danska Vagen 72 a, Goteborg 29. WTD 2/68.

Printed cotton, spun rayon fabrics, width 160 cm. Direct purchase and agency. C. H. Soderlund & Co. (agents), Arsenalsgatan 8, Goteborg C. WTD 2/68.

221 Broad woven fabric mills, cotton

AUSTRALIA—Plain, printed lawns for ladies' underwear; cotton, synthetic mixtures fabrics for men's dress, sports shirts; printed flannelette fabrics for ladies', children's pyjamas. Direct purchase and agency. Ria Trading Co. (importers, appointed buyers), 19 Erindale Ave., Elsternwick, Victoria 3056. WTD 1/68.

● **MALAYSIA**—Textile finished products for household use in various amounts. Bid deadline 12 noon, Monday, Mar. 18. Bids should be sent to Permanent Secretary to the Ministry of Health, Young Road, Kuala Lumpur. (Telephone 202-967-5238).

NETHERLANDS—Printed toweling: plain, printed terry bath towels; printed cotton fabrics for wearing apparel industry. Direct purchase and agency. J. Blocq Bzn. (commission agent), 77 Orionlaan, Hilversum. WTD 2/68.

SENEGAL—Cotton fabrics, particularly of lightweight variety. Requests replies in French. Societe Raffoul & Fils (importer, wholesaler), 75, Rue Galandou Diouf, B.P. 27, Dakar. WTD 2/68.

Cotton fabrics, particularly of lightweight variety. Requests replies in French and Spanish. Societe Africaine de Commissions et d'Importation (importer, wholesaler), 87, Rue Carnot, B.P. 371, Dakar. WTD 2/68.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Printed warp knitted nylon and terylene fabrics; printed stretch nylon fabrics suitable for bathing gowns; light quality stretch lace. Direct purchase and agency. Ria Trading Co. (importers, appointed buyers), 19 Erindale Ave., Elsternwick, Victoria 3056. WTD 1/68.

NETHERLANDS—Printed, plain synthetic fabrics for women's wear; synthetic linings for rainwear. Direct purchase and agency. J. Blocq Bzn. (commission agent), 77 Orionlaan, Hilversum. WTD 2/68.

SENEGAL—Manmade fiber, silk fabrics, particularly of lightweight variety. Requests replies in French. Societe Raffoul & Fils (importer, wholesaler), 75 Rue Galandou Diouf, B.P. 27, Dakar. WTD 2/68.

Manmade fiber, silk fabrics, particularly of lightweight variety. Requests replies in French, Spanish. Societe Africaine de Commissions et d'Importation (importer, wholesaler), 87, Rue Carnot, B.P. 371, Dakar. WTD 2/68.

223 Broad woven fabric mills, wool

NETHERLANDS—Woolen fabrics for all types of wearing apparel. Direct purchase and agency. J. Blocq Bzn. (commission agent), 77 Orionlaan, Hilversum. WTD 2/68.

225 Knitting mills, products

NETHERLANDS—Knit fabrics of all materials for men's, women's, infants' wearing apparel. Direct purchase and agency. J. Blocq Bzn. (commission agent), 77 Orionlaan, Hilversum. WTD 2/68.

228 Yarn, thread mills, products

AUSTRALIA—Nylon stretch yarns; rayon staple and cotton yarns; yarns for warp knitting; tri-lobal yarns for knitting. Direct purchase and agency. Ria Trading Co. (importer, appointed buyers), 19 Erindale Ave., Brunswick, Victoria 3056. WTD 1/68.

228 Yarn, thread mills, products

SWEDEN—Pvc-coated nylon, terylene fabrics, width 150 cm. Direct purchase and agency. C. H. Soderlund & Co. (agents), Arsenalsgatan 8, Goteborg C. WTD 2/68.

229 Textile goods

AUSTRALIA—White 108-in.-wide tulle, triple flat folded. Direct purchase and agency. Ria Trading Co. (importers, appointed buyers), 19 Erindale Ave., Elsternwick, Victoria 3056. WTD 1/68.

NETHERLANDS—Lace goods; table covers; edgings; flouncings; bed sets. Direct purchase and exclusive representation for Netherlands. "Beauty Sales," Cooperatieve Inkoopvereniging G.A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

230 Apparel

SWEDEN—Men's, women's underwear, outerwear, furnishings. Agency and direct purchase. Harry Sevonius AB (agent, wholesaler), Kronstigen 5, Landskrona. WTD 2/68.

232 Men's, youths', boys' furnishings, work clothing

SWEDEN—Sport clothing. Direct purchase and agency. Brochures, catalogs, quotations requested. Mini-Basket, Ingvar Palmman och Kurt Jimmerfors (agent, importer), 16 Bergvagen, Kungsangen. WTD 2/68.

238 Apparel, accessories

CYPRUS—Raincoats, other waterproof outer garments except rubber. Quote c.i.f. prices Cyprus. Direct purchase and agency. Kritikos Trading House (manufacturers' agents, importers, distributors), 40B Onassagoras St., Nicosia. WTD 1/68.

NETHERLANDS—Shower caps, made from plastic or other material. Direct purchase and exclusive representation for Netherlands. "Beauty Sales", Cooperatieve Inkoopvereniging G.A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

242 Sawmills, planing mills

FRANCE—Lumber and timber, Oregon, hemlock, other varieties of American woods. Agency and direct purchase. Bois Service Intercontinents, S.A. (importer, dealer, agent), Quai Hubert Prom (Bassin a Flot No. 1); 33-Bordeaux, Gironde. WTD 3/67.

GERMANY—Hickory wood billets suitable for manufacture of hand tool handles. Preferred dimensions: length between 12″ and 35½″, width between 1″ and 2″, thickness between 1⅝″ and 2″. Direct purchase in large quantities for continuous supply. Bremer Holzindustrie GmbH (manufacturer, importer), Zweigniederlassung der Karl Knobloch KG, Postfach 110, 282 Bremen-Lesum 1. WTD 1/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Prefabricated wooden sections ready for final assembly; partitions; decorative panels; structural wood products, various types suitable for retail sale to artisan workers, to "do- it-yourself" individuals. Agency and direct purchase. Descriptive literature, price lists re-

quested. Requests replies in French. Lecomte & Fils (S.A.) (dealer), 99 Rue de la Liberte; 33- Cauderan-Bordeaux, Gironde. WTD 7/67.

259 Furniture, fixtures

SWEDEN—Curtain, drapery rods, poles, fixtures, related products. Turnils AB (manufacturer), Kristineholm, Alingsas. WTD 1/68.

262 Paper mills, products

● **CEYLON**—4,000 reams white blank paper in sheets 23" x 36" and basis weight 26½ lbs. Also, 1,900 reels of bond paper in different colors and reel widths. Basis weight 44 gr/m². Copies of tender and conditions available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3530). Bid deadline Apr. 23.

HONDURAS—Five thousand pounds each white bond paper; yellow copy paper; green copy paper; carbon paper; to be furnished in rolls to be used to make manifolds carbon sets. Five thousand pounds each No. 16 bond paper in yellow, pink, green, blue; to be furnished in rolls; No. 13 bond paper in yellow, pink, green, blue; to be furnished in rolls. Imprenta y Encuadernacion Bulnes (manufacturer), 6a. Ave. #433, Comayaguela, D. C. Attn: Mr. Hector C. Bulnes. WTD in preparation.

281 Industrial chemicals

ETHIOPIA—Urea 46% N. Requests catalogs, quotations, c. & f. Assab. Embassy of the United States, Commercial Section #50, Crown Prince Asfaw Wossen St., Addis Ababa.

282 Synthetic materials

AFGHANISTAN—Synthetic rubber for use in retreading, vulcanizing of used automobile, truck tires. Company will retread approximately 250 tires per month. Djangalak Industrie A.G. (manufacturer, distributor), Kabul. WTD 10/67.

FRANCE—Artificial casings for sausage, other meat products. Cellulosic films suitable for vacuum-packaging of meat products, polyethylene material suitable for outer wrapping; retractile synthetic bags for vacuum-packaging of meat cuts; watertight, small-size, plastic bags, self-closing, for protection, wrapping of sausage, other meat products. Direct purchase and agency. Asmo Etablissements (dealer), 119-121 Cours de la Marne; 33- Bordeaux, Gironde. WTD 5/67.

283 Drugs

AFGHANISTAN—Pharmaceuticals, especially antibiotics, vitamins, hormones, sulfa drugs, penicillin. Soofizadeh Ltd. (importer, exporter), Malik Asghar Square, Kabul. WTD 1/68.

GERMANY—All kinds of chemicals for pharmaceutical industry such as antibiotics, hormones, vitamins, sulfonamides, antihistamines, antipiretics. Direct purchase and agency. Kurt-Werner Pfannenschmidt (importer), Woldsenweg 6, Hamburg 20. WTD 12/67.

HONG KONG—Vitamins; cough preparations; cold, influenza tablets and syrups; rectal, analgesic, ear, eye, nose and skin ointments; stomach tablets; laxatives. Yee On Medicine Co. (retailer), 59 Chun Yeung St., North Point. WTD in preparation.

LIECHTENSTEIN—Popular pharmaceutical preparations. Direct purchase and agency. Anstalt fuer Zellforschung (manufacturer, distributor), P.O. Box 34764, 9490 Vaduz. WTD 1/68.

● **MALAYSIA**—The Permanent Secretary, Ministry of Health, Kuala Lumpur, invites bids on Malaysia's 1968 requirements of antibiotics, including, among others, such items as chloramphenicol powder, 80 kgs.; Chloramphenicol palmitate powder, 100 kgs.; Chloramphenicol, 250 mg., 300,000 capsules; erythromycin 250 mg., 120,000 capsules or tablets; griseofulvin 125 mg., 300,000 tablets; kanamycin sulfate injection 0.5 gm., 50,000 vials; crystalline penicillin G sodium, 1 million units, 400,000 vials; crystalline penicillin G sodium, 5 million units, 60,000 vials; streptomycin sulfate 5 gm., 50,000 vials; tetracycline I.M. 100 mg., 25,000 vials; tetracycline powder, 400 kgs.; tetracycline 250 mg., 5,000,000 capsules; chlortetracycline 250 mg., 150,000 capsules; chlortetracycline ophthalmic ointment ⅛ oz., 20,000 tubes; ampicillin 250 mg., 250,000 capsules; and oxytetracycline ophthalmic ointment ½% with polymycin B sulfate 10,000 units, ⅛ oz. size, 30,000 tubes. Copies of the tender are available from the Chemicals & Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2239).

SAUDI ARABIA—Pharmaceuticals. National Trading Establishment (wholesaler), Doghaither Building, Batha St., P.O. Box 168, Riyadh. WTD 5/67.

SWEDEN—Food preservatives. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

HONG KONG—Hair creams; tonics; colorings; shampoos; face creams; toilet soaps; foot lotions; powders; household insecticides. Yee On Medicine Co. (retailer), 59 Chun Yeung St., North Point. WTD in preparation.

LIECHTENSTEIN—Novelty cosmetics, dental preparations. Direct purchase and agency. Anstalt fuer Zellforschung (manufacturer, distributor), P.O. Box 34764, 9490 Vaduz. WTD 1/68.

NETHERLANDS—All types of toilet preparations. Direct purchase and exclusive representation for Netherlands. "Beauty Sales," Cooperatieve Inkoopvereniging G.A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

285 Paints, varnishes, lacquers, enamels

THAILAND—Complete line of paints. C.i.f. prices requested. Exclusive agency. Pornchai Sapankwai Ltd. Partnership (wholesaler, retailer), 652 Paholyothin Rd., Sapankwai, Bangkok. WTD in preparation.

289 Chemical products

● **CEYLON**—Glue for plywood manufacture, hot pressing, urea-formaldehyde resin, powdered, packed in polyethylene lined steel drums, glue conforming to British Standard Spec. 1203:1954, 250 tons plus hardener. Bid deadline Mar. 7. The Chairman, Ceylon Plywoods Corp., 420 Bauddhaloka Mawatha, Colombo 7.★ (Telephone: 202-967-3512).

SWEDEN—Silicone construction sealant, Agency and direct purchase. Janssons Glasmasteri AB (wholesaler, agent), Sprangkullsgatan 19B, Goteborg. WTD 1/68.

Essential oils. Agency and direct purchase. Wipco AB (agent, distributor), Kristinelundsgatan 3, Goteborg C. WTD 2/68.

301 Tires, tubes

● **INDIA**—Sectional and patch work repairs of various sizes for tires and tubes. Tender No. B-1416/AID, bid deadline Mar. 25. Tender papers available from India Supply Mission, 2536 Mass. Ave., N.W., Washington, D.C. 20008.

● **IRAN**—Strip steel: 165 tons 2 mm. x 25 mm. for making "S" shaped pieces. Tender No. 1208/46, bid deadline Apr. 17. Iranian State Railways, Tehran.★ (Telephone: 202-967-2363).

306 Fabricated rubber products

HONG KONG—Rubber gloves. Yee On Medicine Co. (retailer), 59 Chun Yeung St., North Point. WTD in preparation.

NETHERLANDS—Bathing caps made of rubber. Direct purchase and exclusive representation for Netherlands. "Beauty Sales," Cooperatieve Inkoopvereniging G.A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

307 Plastics products

AFGHANISTAN—Durable plastic dining, kitchenware. Sahibzada Trading House (importer, distributor), Mohammad Jan Khan Wat, Kabul. WTD 10/67.

311 Leather tanning, finishing

SWEDEN—Pig skin for shoe lining. Direct purchase and agency. A. F. Tonnies KB (agent, distributor, importer), Box 3072, Orebro 3. WTD 2/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

314 Footwear, except rubber

GERMANY—Protective boots of all kinds. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (wholesaler, importer), 9 Bruesseler Platz, 5 Koeln/Rhein. WTD 1/68.

SWEDEN—Footwear for athletic use. Direct purchase and agency. Brochures, catalogs, quotations requested. Mini-Basket, Ingvar Palmman och Kurt Jimmerfors (agent, importer), 16 Bergvagen, Kungsangen. WTD 2/68.

315 Leather gloves

SWITZERLAND—Leather gloves. Agency and direct purchase. Charles Borenstain (importer, distributor), P.O. Box 1010, Lausanne 10. WTD 12/67.

317 Handbags, personal leather goods

NETHERLANDS—Toilet kits, cases, regardless of material. Direct purchase and exclusive representation for Netherlands. "Beauty Sales", Cooperatieve Inkoopvereniging G. A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

319 Leather goods

GERMANY—Welders' aprons, jackets, leggings, sleeves made of leather. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt

Korsing (wholesaler, importer), 9 Bruesseler Platz, 5 Koeln/Rhein. WTD 1/68.

323 Glass products

NETHERLANDS—Mirrors. Direct purchase and exclusive representation for Netherlands. "Beauty Sales," Cooperatieve Inkoopvereniging G.A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

331 Steel mill products

GERMANY—Wrought alloys of all kinds. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Robert Zapp (wholesaler, manufacturer, agent, importer, exporter), 8 Bleichstrasse, Zapp-Haus, 4 Duesseldorf. WTD 1/68.

335 Rolling, drawing, extruding of nonferrous metals

● **MALAYSIA**—(£1 = U.S. $2.40) The National Electricity Board of the States of Malaysia has invited bids for a supply and installation of paper insulated, lead sheathed, M.I.N.D. type power cables and P.V.C. insulated lower voltage power and auxiliary control and telephone cables. The contract also includes the erection of a new earthing electrode system at the new steam power station at Port Dickerson, Malaysia.

Tender No. 1428/22 may be obtained from Messrs, Preece, Cardew and Rider, 8, 10, & 12 Queen Ann's Gate, Westminster, London, S.W.1 or from Messrs. Preece, Cardew and Rider (S.E. Asia) 5th floor, Mercantile Bank Building, 19/21 Market St., Kuala Lumpur, Malaysia. Documents are available upon payment of £10 to the London office.

336 Nonferrous foundries

UGANDA—Domestic aluminum hollow-ware, excluding electrical. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

342 Cutlery, hand tools, general hardwares

CYPRUS—Hand, edge tools, except machine tools, hand saws; hardware not elsewhere classified. Agency and direct purchase. Quote c.i.f. Cyprus. Theodore S. Ioannides (manufacturers' agent, importer, distributor), 22-30 Achilles St., Nicosia. WTD 2/68.

SWEDEN—Knobs, pulls, hinges, catches for kitchen cabinets. Turnils AB (manufacturer), Kristineholm, Alingsas. WTD 1/68.

343 Heating, apparatus, plumbing fixtures

CYPRUS—Industrial gas burners; L.P. gas operated. Agency and direct purchase. Quote c.i.f. Cyprus. M. Kissonergis & Co. (manufacturers' agent, importer, distributor), 36A Regaena St., P.O. Box 1240, Nicosia. WTD 2/68.

FRANCE—Heating equipment for trailers. Sodery (manufacturer, wholesaler, importer), 19, Avenue de Montcy-Notre-Dame, 08 Charleville-Mezieres. WTD 7/67.

GERMANY—Sanitary bathroom, toilet fittings made of galvanized brass. Okusa International Corp. GmbH. (importer), Brook 1-2, Hamburg 11. WTD 9/66.

344 Fabricated structural metal products

FRANCE—Metal window frames, for trailers. Sodery (manufacturer, wholesaler, importer), 19, Avenue de Montcy-Notre-Dame, 08 Charleville-Mezieres. WTD 7/67.

SWEDEN—Metal ceilings, other second stage metal building materials. Turnils AB (manufacturer), Kristineholm, Alingsas. WTD 1/68.

THAILAND—Galvanized iron and aluminum window frame, door frame, accessories. C.i.f. Bangkok prices, catalogs requested. Direct purchase and agency. Porn Chai Sapankwai Ltd. Partnership (wholesaler, retailer), 652 Paholyothin Rd., Sapankwai, Bangkok. WTD in preparation.

351 Engines, turbines

IRAN—Gasoline, gasoline/kerosene engines. Direct purchase and agency. Tikva Co. Ltd. (importer), 33-36 Passage Ferdowsi, Ferdowsi Ave., Tehran. WTD 2/68.

NETHERLANDS—Gasoline, diesel and gas engines (up to 1,000 hp) for generator sets. Direct purchase and exclusive representation for The Netherlands and/or other Common Market countries desired. Descriptive literature, price lists requested. Mr. A. J. Kommer, Dynaf N.V. (manufacturer, importer, exporter), 29 Kwakelkade (or: P.O. Box 54), Alkmaar. WTD 1/68.

THAILAND—Two stroke gasoline engines ranging from 3 to 10 hp. for irrigation purposes. C.i.f. Bangkok prices, catalogs requested. Direct purchase and exclusive agency. Loxley (Bangkok) Co., Ltd. (importer, wholesaler), Engineering Dept., 95 Suapa Rd., Bangkok. WTD 10/67.

352 Farm machinery

NETHERLANDS—Farm machinery, equipment. Direct purchase and agency. Gebr. de Vor-Achterveld N.V. (importer, distributor), 164 Hessenweg, Achterveld (Utrecht). WTD 2/68.

VENEZUELA—Farm machinery, equipment. Direct purchase and agency for Portuguesa, Barinas and Cojedes States. Requests replies in Spanish. Equipos Agricolas, C.A. (importer), Carretera "B", Centro Comercial, Colonia Turen, Estado Portuguesa. WTD 2/68.

353 Construction, mining, materials handling machinery

● **BURMA**—Forty wheel type log arch skidders, articulated four wheel drive, 15,000 lbs. capacity winch; four cycle diesel engine 80-100 hp.; 12 volt starting system. Supply of spare parts recommended for 2,000 hrs. of operation. Tender No. CE8(T)MCY/STB/67-68, Bid deadline Mar. 11.

● Three motor graders, 85-100 hp. diesel engine, tandem drive; moldboard not less than 10 ft.; supply of spare parts recommended for 2000 hrs. of operation. Tender No. CE9(T)-MCY/STB/67-68. Bid deadline Mar. 12.

● Thirty-six Class II tracklaying tractors, 100-150 hp. diesel engine; hydraulic operated dozer; single drum towing winch; four hydraulic operated ripper attachments installed on foregoing tractors. Supply of spare parts. Recommended for two years' operation. Tender No. CE10(T)MCY/STB/67-68. Bid deadline Mar. 16.

● Four crawler type tractor shovel-loaders, 100-140 hp. diesel engine; 2-2½ cu. yd. bucket; single drum towing winch; log tong attachments to be interchangeable with earth or gravel buckets; submit list of spare parts recommended for 2000 hrs. of operation and prices of parts. Tender No. CE11(T)MCY/STB/67-68. Bid deadline Mar. 21.

Communication on above tenders should be submitted to: Chief Engineer, State Timber Board, Ahlone, Rangoon.★ (Telephone: 202-967-5566).

CONGO—One of the Congo's largest companies wishes to purchase rail, road and off-the-road equipment for a total of $2.5 million. The company seeks bank or business financing and claims to have received a GDRC promise of sufficient foreign exchange quotas to permit prompt loan repayment of all equipment secured in its expansion program. List of materials, quantities available from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Compagnie Sucriere du Congo (manufacturer), 9, Blvd. 30 Juin, B.P. 8816, Kinshasa, Democratic Republic of the Congo. WTD 4/67.

NETHERLANDS—New, rebuilt road construction machinery, equipment such as shovels, bulldozers, excavators, tractors, up to 120 hp. Direct purchase and agency. Gebr. de Vor-Achterveld N.V. (importer, distributor), 164 Hessenweg, Achterveld (Utrecht). WTD 2/68.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lavasso-Saga Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35067, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2038 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3233 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. MA 3-5615.

354 Metalworking machinery

● **BURMA**—Two dividing heads for a No. 3 universal milling machine, Tender No. MEIC/B.Rlys/13(T)158(M)67-68, bid deadline Mar. 11; six 400 lb. Morgan and six 1,000 lb solamander crucible, Tender No. MEIC/B.Rlys/13(T)159(M)67-68, bid deadline Mar. 14; and 60 high speed steel chaser sets—various sizes, Tender No. MEIC/B.Rlys/13(T)161-(E & M) 67-68, bid deadline Mar. 3. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-967-2723).

CYPRUS—Machine tools, metal cutting types; machine tool accessories and measuring devices; power driven hand tools; metal working machinery, except machine tools. Agency and direct purchase. Quote c.i.f. Cyprus. Theodore S. Ioannides (manufacturers' agent, importer, distributor), 22-30 Achilles St., Nicosia. WTD 2/68.

GERMANY—Equipment for inert-gas welding. Requests price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (wholesaler, importer), 9 Bruesseler Platz, 5 Koeln/Rhein. WTD 1/68.

NETHERLANDS—Brake drum lathes, riveting equipment for brake linings, clutch equipment, metal testing equipment for automotive engines, special mechanic's hand service tools developed by manufacturers of automobiles for own brands. Direct purchase and agency. Exclusive representation for Netherlands, Belgium, France desired. Mr. T. J. van der Velde, Superspark Import (importer, sales agent, exporter), 9 Spuistraat, Amsterdam. WTD 1/68.

Automotive maintenance, garage equipment, especially newly developed tools. Competitive prices required. Direct purchase and exclusive representation. Mr. C. Seinen, H. Rijs (importer, wholesaler), 61 Bestevaerstraat (or: P.O. Box 64), Alkmaar. WTD 1/68.

SWITZERLAND—Power driven metalworking hand tools, pneumatic, electric, polishers, grinders, circular sanders, jig and circular saws; milling cutters; precision measuring tools. Direct purchase and agency. Pferd-Ruegeberg Werkzeuge und Maschinen GmbH (importer, representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 2/68.

● **SUDAN**—Three boring machines for wagon shop, 36″ dia. chuck, 3¼″ dia. spindle bore, 15 hp. main motor, Tender No. 3866, bid deadline Mar. 18; and two 10½″ centre lathes, 14½″ swing over saddle, 9′ 5″ between centers, 10 hp. motor, Tender No. 3870, bid deadline Mar. 16.

Horizontal forging machine suitable for the production of bolts, nuts, and rivets from barsup to 1″ dia.; and one oil fired furnace with 3′ x 1′ chamber. Tender No. 3865, bid deadline Mar. 20. Controller of Stores, Sudan Railways, Box 65 Atbara.★ (Telephone: 202-967-2723).

● **VIET-NAM**—Machinery and equipment for the manufacture of zinc battery cans, including: One 250 ton automatic impact extrusion press, and one trimming machine. Bid deadline Mar. 30. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-2723).

355 Special industry machinery

AFGHANISTAN—Machinery, equipment for complete process of tire retreading. Machinery must be capable of retreading up to 250 tires per month, including both truck, automobile tires. All equipment must be 220 volts, 50 cycles. Djangalak Industrie A.G. (manufacturer, distributor), Kabul. WTD 10/67.

NIGERIA—All machinery necessary for manufacture of shirts, baby clothes, e.g., industrial sewing machines, collar and cuff shaping, folding; machinery for manufacture of knitwears, e.g., polo-shirts, sweaters. A. D. Gulab (Nigeria) Ltd. (importer, retailer), 42 Ereko St., P.O. Box 2043, Lagos. WTD in preparation.

PORTUGAL—Machinery for production of wood parquet flooring; machinery, equipment for making dehydrated egg powder, and for producing and treating cane sugar. Sociedades Reunidas Reis S.A.R.L. (importer, wholesaler, manufacturer), Rossio 102, Lisbon. WTD 3/67.

UGANDA—Equipment, machinery for manufacture of spun rayon yarn from bulk fiber; size, capacity to produce 100,000 lb. of yarn per month; 80% of which would be of count 20/1; 20% of count 40/2; also silk screen printing machinery. Uganda Rayon Textile Manufacturers Ltd. (manufacturer), P.O. Box 4211, Kampala. Attn: Mr. Bahadur Hirji, Dir. WTD 1/68.

YUGOSLAVIA—Complete plant for production of frozen meat, vegetables; plant and equipment for processing potatoes, including production of "instant" mashed potatoes. "Sarajevo" industrisko-poljoprivredni kombinat (agricultural organization), Sarajevo/Vase Miskina 28. Mr. Nail Alajbegovic, Gen. Mgr. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him and yourself.

Ask the Department of Commerce Field Office for advice.

356 General industrial machinery

NETHERLANDS—Water pumps to be used by road building contractors for industrial water purification installations. Direct purchase and exclusive representation for The Netherlands and/or other Common Market countries desired. Descriptive literature, price lists requested. Mr. A. J. Kommer, Dynaf N.V. (manufacturer, importer, exporter), 29 Kwakelkade (or: P.O. Box 54), Alkmaar. WTD 1/68.

SWEDEN—Sealing machines for carton closing with hot melt glue system. Direct purchase and agency. Nordiska Kartro Aktiebolaget (agent, distributor, importer), Box 99, Farsta 1. WTD 8/67.

357 Office, computing, accounting machines

CYPRUS—Typewriters, electronic computing equipment, calculating, accounting machines, general office machines. Agency and direct purchase. Quote c.i.f. Cyprus. George S. Galatariotis & Sons Ltd. (manufacturers' agent, importer, distributor), P.O. Box 1547, Nicosia. WTD 2/68.

FRANCE—Automatic scales and balances (computing and non-computing), including electrical counting, weighing scales; cash-registers, related up-to-date equipment for commercial use, principally in supermarkets. Agency and direct purchase. Asmo (Etablissements) (dealer), 119-121 Cours de la Marne; 33-Bordeaux, Gironde. WTD 5/67.

358 Service industry machines

CYPRUS—Air-conditioning units, complete; domestic and industrial. Agency and direct purchase. Quote c.i.f. Cyprus. George S. Galatariotis & Sons Ltd. (manufacturers' agents, importers, distributors), P.O. Box 1547, Nicosia. WTD 2/68.

KOREA—Room air-conditioners. Direct purchase and agency. Kyung Dong Enterprise Co., Ltd. (importer, exporter, sales agent), Rm. 201 Myung Duk Bldg., 87-3, 2-ka, Myong-dong, Chung-ku, Seoul. (I.P.O. Box 1076 Seoul). WTD 2/68.

361 Electric transmission, distribution equipment

● **BRAZIL**—Supply of three 30/40 MVA transformers and 230 kv and 88kv relays and switches. Bid deadline Mar. 21. Centrais Electricas de Sao Paulo, Avenida Paulista 2086, 3° andar, Sao Paulo.

Specifications are available from CESP at a cost of $100. Equipment purchases will be financed from an International Bank for Reconstruction and Development loan.

NETHERLANDS—Switches, other components for panelboards. Direct purchase and exclusive representation for The Netherlands and/or other Common Market countries desired. Descriptive literature, price lists requested. Mr. A. J. Kommer, Dynaf N.V. (manufacturer, importer, exporter), 29 Kwakelkade (or: P.O. Box 54), Alkmaar. WTD 1/68.

● **TANZANIA**—Tanganyika Electric Supply Co. Ltd. invites bidders for supply of miscellaneous electrical distribution equipment. Items include fuse isolators, lightning arrestors, power transformers, cables and cable boxes, low voltage switch panels, cut-outs etc.

Tender documents are available from Balfour, Beatty and Co. Ltd., Bow Bells House, Bread St., London E.C.4. Bid deadline Apr. 1.

Project to be financed by International Bank for Reconstruction and Development loan.

362 Electrical industrial apparatus

GERMANY—Micro-miniature welding apparatus. Direct purchase and agency. Witte & Sutor GmbH (manufacturer, exporter, sales agent), 7157 Murrhardt, Wuerttemberg, Steinberger Strasse 2. WTD 1/68.

● **MALAYSIA**—Supply two 5,000 kw diesel generator sets for Kota Kinabalu (Jesselton), two 3,000 kw and two 5,000 kw diesel generator sets for Sandakan, East Malaysia, delivery in early 1970. Bid deadline Mar. 25. Specifications and bid documents available from: The Secretary, P.O. Box 452, Kota, Kinabalu, Sabah.

NETHERLANDS—Industrial generators of more than 20 kva; gasoline, diesel and gas engines (up to 1,000 hp) for generator sets; mobile units of generator sets and lighting equipment for fire brigades, building industry; electric power relays, related industrial controls. Direct purchase and exclusive representation for The Netherlands and/or other Common Market countries desired. Descriptive litera-

ture, price lists requested. Mr. A. J. Kommer, Dynaf N.V. (manufacturer, importer, exporter), 29 Kwakelkade (or: P.O. Box 54), Alkmaar. WTD 1/68.

363 Household appliances

AFGHANISTAN—Kitchen appliances including coffee makers, coffee grinders, toasters, electric kettles, mixers, electric immersion heaters. All must be 220 volt, 50 cycle. Sahibzada Trading House (importer, distributor), Mohammad Jan Khan Wat, Kabul. WTD 10/67.

CYPRUS—Household cooking equipment, refrigerators, laundry machines, electric housewares and fans, vacuum cleaners, other unclassified household appliances. Agency and direct purchase. Quote c.i.f. Cyprus. George S. Galatariotis & Sons Ltd. (manufacturers' agents, importers, distributor), P.O.B. 1547, Nicosia. WTD 2/68.

FRANCE—Refrigerators for trailers. Sodery (manufacturer, wholesaler, importer), 19, Ave. de Montcy-Notre-Dame, 08 Charleville-Mezieres. WTD 7/67.

KOREA—Household refrigerators. Direct purchase and agency. Kyung Dong Enterprise Co., Ltd. (importer, exporter, sales agent), Rm. 201 Myung Duk Bldg., 87-3, 2-ka, Myong-dong, Chung-ku, Seoul. (I.P.O. Box 1076 Seoul). WTD 2/68.

SWEDEN—Kitchen exhaust, ventilating equipment, other household appliances. Turnils AB (manufacturer), Kristineholm, Alingsas. WTD 1/68.

Electric home appliances. Direct purchase and agency. Brochures, catalogues, quotations requested. Import Marketing Nils Gunnar Wiklund AB (retailer, agent, distributor, importer), P.O. Box 56, Timra. WTD 2/68.

364 Electric lighting, wiring equipment

CYPRUS—Electric lamps, lighting fixtures, current and noncurrent-carrying wiring devices. Agency and direct purchase. Quote c.i.f. Cyprus. George S. Galatariotis & Sons Ltd. (manufacturers' agents, importers, distributors), P.O.B. 1547, Nicosia. WTD 2/68.

FRANCE—Lighting fixtures for trailers. Sodery (manufacturer, wholesaler, importer), 19, Ave. de Montcy-Notre-Dame, 08 Charleville-Mezieres. WTD 7/67.

NETHERLANDS—Floodlights, suitable for combining with mobile generator sets used by fire brigades, building contractors. Direct purchase and exclusive representation for The Netherlands and/or other Common Market countries desired. Descriptive literature, price lists requested. Mr. A. J. Kommer, Dynaf N.V. (manufacturer, importer, exporter), 29 Kwakelkade (or: P.O. Box 54), Alkmaar. WTD 1/68.

SWEDEN—Equipment and devices for manufacture of lighting fixtures, shades. Direct purchase and agency. Importex (agent, wholesaler), Storangsgatan 7, Vaxjo. WTD 1/68.

365 Radio, television receiving sets

CYPRUS—Radio, television receiving sets, except communications types. Agency and direct purchase. Quote c.i.f. Cyprus. George S. Galatariotis & Sons Ltd. (manufacturers' agents, importers, distributors), P.O.B. 1547, Nicosia. WTD 2/68.

GERMANY—Hi-fi stereophonic equipment, including loudspeakers, amplifiers, turntables, tape recorders and tuners; phonograph records. Requests price quotations c.i.f. Hamburg or Bremen. Funkhaus Evertz & Co., GmbH. & Co. KG (importer, exporter, retailer), 55 Berliner Allee, Postfach 3306, 4 Duesseldorf. WTD 1/68.

366 Communication equipment

ECUADOR—Complete equipment for 10-kw standard broadcasting and FM 500-watt station to include, besides transmitter, related equipment, four microphones (one for exterior use), amplifier for outside-line transmission, two professional recording consoles, speaker outlets, antennae, etc. Econ. Felipe Orellana Alban (radio broadcasting), Casilla 5061, Guayaquil. WTD in preparation.

● **GREECE**—Supply of a semi-automatic telephone exchange for international communication service. Tender No. 6556, bid deadline Apr. 8. Hellenic Telecommunications Organization, Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

GERMANY—Micro-switches, antenna relays, semi-conductors and electronic tubes. Requests price quotations. Direct purchase and agency. Hans Hermann Fromm, Elektronik-Radio-Elektro, Import-Engros-Export (distributor, exporter, importer), 3 Fehrbelliner Platz, 1 Berlin 31. WTD 1/68.

Resistors, capacitors, related electronic components. Wuellner & Mai (manufacturer), Ziegelstrasse 8, 3011 Ahlem/Hann. WTD 2/68.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automotive equipment, preferably from surplus stocks, new and used, such as automotive spare, replacement parts, automotive accessories, supplies, for automobiles, trucks, other types of vehicles of U.S. origin. Agency and direct purchase. "Matam" (dealer), 5 Impasse Saint-Aubin; 31- Toulouse, Haute-Garonne. WTD 1/68.

GERMANY—Parts, accessories for passenger cars, including replacement parts. Direct purchase and agency. Werner Merten (exporter, importer, wholesaler), Galvanistrasse 10, 1 Berlin 10. WTD 1/68.

372 Aircraft, parts

GERMANY—Airplanes, aircraft parts, accessories. Direct purchase and agency. DLB-Flugzeughandelsgesellschaft mbH (retailer, importer), 68 Mannheim-Neuostheim, Flugplatz. WTD 10/67.

379 Transportation equipment

FRANCE—Chassis for trailers. Sodery (manufacturer, wholesaler, importer), 19, Ave. de Montcy-Notre-Dame, 08 Charleville-Mezieres. WTD 7/67.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Chemical research, laboratory apparatus, equipment. Wuellner & Mai (manufacturer), Ziegelstrasse 8, 3011 Ahlem/Hann. WTD 3/68.

Environmental testing equipment, corrosion test chambers, salt spray testing equipment. Direct purchase and agency. Ernst Voetsch Kaelte- & Klimatechnik KG (manufacturer, exporter), 7642 Frommern, Wuerttemberg, Beethovenstrasse 34. WTD 2/68.

384 Surgical, medical dental instruments

FRANCE—Orthopedic, prosthetic, surgical appliances, supplies, preferably up-to-date products. Agency and direct purchase. Requests replies in French. Couderc (Maison) (dealer, manufacturer), 1 Rue Gambetta; 64- Pau, Basses-Pyrenees. WTD in preparation.

GERMANY—Protective clothing: aprons, shoulder pads, sleeves and leggings of rubber, plastic, asbestos; welders' hoods. Price quotations c.i.f. Hamburg or Bremen. Dr. Kurt Korsing (wholesaler, importer), 9 Bruesseler Platz, 5 Koeln/Rhein. WTD 1/68.

HONG KONG—Corn and rheumatism plasters, adhesive tape. Yee On Medicine Co. (retailer), 59 Chun Yeung St., North Point. WTD in preparation.

NETHERLANDS—Surgical, medical instruments, apparatus, also reusable, disposable instruments. Direct purchase and exclusive representation desired. Descriptive literature, price lists requested. Mr. K. F. L. Savelsbergh, Hendriks & van Steenbergen N.V. (importer, wholesaler), 33 Haarlemmerstraatweg, Halfweg. WTD 2/68.

394 Toys, amusement, sporting goods

GERMANY—Patented mechanical, non-mechanical toys. Wuellner & Mai (manufacturer), Ziegelstrasse 8, 3011 Ahlem/Hann. WTD 2/68.

SWEDEN—Equipment for basketball, golf, ice hockey, track. Direct purchase and agency. Brochure, catalogues, quotations requested. Mini-Basket, Ingvar Palmman och Kurt Jimmerfors (agent, importer), 16 Bergvagen, Kungsangen. WTD 2/68.

Swimming pools, equipment. Direct purchase and agency. Brochures, catalogues, quotations requested. Import Marketing Nils Gunnar Wiklund AB (retailer, agent, distributor, importer), P.O. Box 56, Timra. WTD 2/68.

VENEZUELA—Baby carriages, play-pens, baby car seats, plastic baby carriers, car cribs (folding). Requests replies in Spanish. Distribution for entire country. Giorgio Ferrante Sortino (Importadora Alessi) (importer), Ibarras a Maturin 27-2, Caracas. WTD 6/67P.

Badminton equipment, tennis goods, ping-pong equipment, golfing equipment, gymnasium equipment. Requests replies in Spanish. Distribution for entire country. Ilaco Sport, C.A. (importer, distributor), Apartado 10.047, Caracas. WTD 7/67.

399 Manufacturing industries

GERMANY—Electrical, mechanical advertising displays, novelties. Wuellner & Mai (manufacturer), Ziegelstrasse 8, 3011 Ahlem/Hann. WTD 2/68.

Perfume atomizer pumps, lotion pumps made of plastics. Ing. Erich Pfeiffer KG (manufacturer, exporter), 776 Radolfzell a. Bodensee, Josef Bosch Strasse 4. WTD 1/68.

HONG KONG—Toothbrushes. Yee On Medicine Co. (retailer), 59 Chun Yeung St., North Point. WTD in preparation.

NETHERLANDS—Hair brushes. Direct purchase and exclusive representation for Netherlands. "Beauty Sales," Cooperatieve Inkoopvereniging G. A. (importer), Industrieterrein Honthorst, Woerden. WTD 11/67.

572 Home appliance stores

LIBYA—Kitchen gas stoves with automatic clock, thermo start. Libyan Est. for Representations & Insurance Ltd. (importer), P.O. Box 897, Tripoli. WTD in preparation.

Uganda seeks builders for school projects

Contractors must prequalify for construction of 39 secondary schools

Applications are invited by the Government of Uganda from building contractors for prequalification to tender for the construction of 39 secondary schools all over Uganda.

The school buildings are to be constructed either in precast concrete portal frame and precast concrete elements or, alternatively, in conventional structures of brick, stone or cement blocks cladding and ring beam and roof of galvanized corrugated iron sheets, aluminum or asbestos sheets on either steel or timber trusses.

The tender documents will be issued in bids of one to five schools and contractors may quote for part or the whole project. The total construction will be approximately $8.4 million. The appropriate constructional cost of one of the smaller schools is in the area of $63,000, and for the larger schools, $397,600, with an average of $215,320 each for the whole project. The building program is being financed by the International Development Association.

The applications should include documents giving, but not necessarily limited to, the following information: experience of the contractor on similar work; present work load; available equipment; names and brief experience records of supervisory personnel; financial status of the company.

The envelope containing the application and the above information should be addressed as follows: "Application for prequalification for the IDA secondary schools project contract, The Secretary, Central Tender Board, P.O. Box 96, Entebbe, Uganda."

After prequalification, contractors will be required to purchase tender documents at a cost of $140 per set.

Applications must be sent by registered post, reaching the Secretary at the above office not later than Mar. 20.

Inquiries for further information regarding this contract may be directed to the Project Director, Ministry of Education, P.O. Box 7063, Kampala, Uganda.

Greece calls for bids on telecommunication equipment

The Hellenic Telecommunications Organization Ltd. (OTE), has issued Tender No. 6545, for the supply and installation of radio link and carrier equipment.

Bid deadline has not been set.

Bids should offer seven microwave link systems including carrier equipment and power plants. Frequency of operation can be 2, 4, or 6 GHz and 7 GHz. Bids should also include towers, antennas, spare parts and training of personnel.

Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization Ltd. (OTE), 6 Klissovis St., Athens, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

VENEZUELA—California fruit concentrates. Agency for entire country. Meller & Essink Representaciones (sales agent), Edificio Manaure, Oficina 114, Calle San Antonio, Sabana Grande, Caracas. or: Apartado 10263, Caracas. WTD 2/68.

228 Yarn, thread mills, products

AUSTRALIA—Textile yarns, manmade fibers. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

261 Pulp mills, products

ITALY—Cellulose and chemical, semichemical wood pulp. Enrico Toniolo S.a.s. (agent), Via della Chiusa 13, Milan. WTD in preparation.

262 Paper mills, products

AUSTRALIA—Specialized paper, all types including grease proof, glassine, napkin. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

281 Industrial chemicals

SWITZERLAND—Inorganic pigments, white pigment, zinc, chromium yellow, titanium dioxide pigment, synthetic organic dyes, chrome colors, organic solvents. Alfred Klotz (importer, distributor), P.O. Box, 8040 Zurich. WTD 2/68.

VENEZUELA—Chlorinated solvents, perchloroethylene, trychlorethylene, methylene chloride, carbon tetrachloride, 1,1,1, trichloroethane. Agency for entire country. Meller & Essink Representaciones (sales agent), Edificio Manaure, Oficina 114, Calle San Antonio, Sabana Grande, Caracas. or: Apartado 10263, Caracas. WTD 2/68.

282 Synthetic materials

VENEZUELA—Synthetic resins: high density polyethylene, polypropylene, vinyl acetate. Agency for entire country. Meller & Essink Representaciones (sales agent), Edificio Manaure, Oficina 114, Calle San Antonio, Sabana Grande, Caracas. or: Apartado 10263, Caracas. WTD 2/68.

283 Drugs

GERMANY—Chemical-pharmaceutical preparations. Agency representation and/or license arrangements. Vaseline-Fabrik Rhenania E. Wasserfuhr KG (manufacturer, distributor), 5302 Beuel, Siegburger Strasse 96. WTD 1/68.

SWEDEN—Ascorbic acid, vitamin products. Gust. Ericsson (agent), Djaknegatan 21, Malmo. WTD 1/68.

SWITZERLAND—Organic, inorganic chemical, pharmaceutical raw materials, bulk, auxiliaries for chemical industry, fine chemicals. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

284 Cleaning preparations

SWITZERLAND—Textile, leather finishing agents, surface active agents, wetting agents, soluble oils, emulsifiers, softeners. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

285 Paints, varnishes, lacquers, enamels, allied products

SWITZERLAND—Thinners, dilutants, antioxidants, lacquer bases and dopes, bentone gellants, stabilizers, isolators, binders, fillers, coating materials, other auxiliaries for paint, varnish industry; Stains for textiles, paper, tanning. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

286 Gum, wood chemicals

SWITZERLAND—Rosin esters, gum resins for printer's ink, natural dyestuffs. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

289 Chemical products

IRELAND—Plastic filling compound which repairs, bonds, fills, seals chemically. Exclusive agency. Electro-Diesel Ireland Ltd. (importing distributor), 16-20 Moss St., Dublin 2. WTD 6/67.

306 Fabricated rubber products

SWITZERLAND—Rubber, latex base for paints. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

307 Plastic products

AUSTRALIA—Specialized beltings, synthetic for turning machinery. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

312 Industrial leather belting, packing

AUSTRALIA—Specialized beltings; leather for turning machinery. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

331 Steel mill products

THAILAND—Wire rods, steel alloy semi-finished. Exclusive agency. C.i.f. Bangkok prices, catalogs requested. Bangkok Arc Welding Electrode Co., Ltd. (manufacturer), 53 Soi Kluay Nam Thai, Bangkok. WTD 2/68.

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—Nonferrous metals, titanium, tungsten, for surface alloys. Alfred Klotz (importer, distributor), P.O. Box 8040, Zurich. WTD 2/68.

342 Cutlery, handtools, general hardware

AFGHANISTAN—Complete line of door locks for both wooden, metal doors. Sahibzada Trading House (importer, distributor), Mohammad Jan Khan Wat, Kabul. WTD 10/67.

NETHERLANDS—All types of handtools and hardware items, including garden handtools, saleable in hardware and department stores. Exclusive representation for The Netherlands. Van Beek & Heijermans N.V. (sales agent), 90 Kromme Nieuwe Gracht, Utrecht. WTD 2/68.

355 Special industry machinery

AUSTRALIA—Textile machinery: knitting, spinning, weaving, accessories. Agency and licensing agreement. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

356 General industrial machinery

AUSTRALIA—Packaging machinery, all types; especially for food industry. Leather Accessories Pty. Ltd. (manufacturer, distributor, exporter, importer), P.O. Box 2600, Chatswood, N.S.W. 2067. WTD 1/68.

357 Office, computing, accounting machines

FRANCE—Desk adding-machines, calculators; data recording equipment; office gadgets; stapling machines; duplicators; other categories of small office equipment, accessories, supplies. Descriptive literature, price lists requested. Papeteries de Lusignan (dealer), 46 Rue du 24-Février; 79- Niort, Deux-Sèvres. WTD 7/67.

358 Service industry machines

FRANCE—Automatic water softeners. Solavite (manufacturer), 90, Rue Laugier, Paris, 17e. WTD in preparation.

361 Electric transmission, distribution equipment

VENEZUELA—Test equipment for electronic, electrical circuits, equipment. Sales agency for entire country. Oficina Tecnica Calderón (equipment service), P.C. Calderón P., Apartado 7022, Caracas. WTD 1/68.

367 Electronic components, accessories

VENEZUELA—Electronic components, accessories. Sales agency for entire country. Oficina Técnica Calderón (equipment service), P.C. Calderón P., Apartado 7022, Caracas. WTD 1/68.

Leads for Importers

Commodities are offered direct unless specified

227 Floor covering mills, products

AFGHANISTAN—Wholesale or retail sale of new and antique Afghan carpets of varying design, color, size. Soofizadeh Ltd. (importer, exporter), Malik Asghar Square, Kabul. WTD 1/68.

251 Household furniture

YUGOSLAVIA—Wood cabinets: radio, television, phonograph. Mr. Dimitrije Stefanovic (manufacturer), Belgrade/Janka Lisjaka 41, Lesno Industrisko Podjetje, Češnjica-Železniki. WTD in preparation.

317 Handbags, personal leather goods

LEBANON—Ladies' leather handbags. Oriental Trading Fairs (manufacturer, exporter), Fouad Hayek Bldg., Monot St., Nasra Station, P.O. Box 3538, Beirut. WTD 2/68.

342 Cutlery, hand tools, general hardware

SOUTH AFRICA—Locks, metal fittings for suitcases. Engeno Products (Pty.) Ltd. (manufacturer), Evans Ave., Epping Industria, Cape Town, Cape Province. WTD 1/68.

Libya sets bid deadline for sewerage system project

The Government of Libya is inviting bids for a contract involving the construction of buildings for a public sewerage system, rainwater drainage system and sewer purification for the town of Benghazi. The tender is indivisible.

Bid deadline is May 6.

Tender documents may be obtained from the Public Works Department in Benghazi or Tripoli for a non-refundable fee of LL100 ($280). These documents will cease to be issued four weeks prior to the bid deadline.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—Sergio Garcia Faria, Termoeletrica de Charqueadas S.A., Porto Alegre, interested in visiting **powerplants** in the U.S., and requesting **technical information on modern powerplant equipment.** Feb. 13 via Miami for 40 days. c/o Mississippi Southern University, Hattiesburg, Miss. 39401. Itinerary: Miami; Hattiesburg; New Orleans; Houston; Birmingham; Pitsburg, Ohio; Buffalo; New York. WTD in preparation.

FINLAND—Markku Murtosalo, Indal Oy, Sarkiniementie 5.C., Helsinki 21, interested in **importing and exporting shampoos, bath preparations, cosmetics.** Feb. 20 via Los Angeles for one month. c/o Veikko Huttunen, Finnish Consul General, 3600 Wilshire Blvd., Suite 1610, Los Angeles, Calif. 90005. Itinerary: Los Angeles, Washington, Cleveland, Cincinnati, New York, cities in Florida. WTD 3/30/65 under revision.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

FRANCE—Jacques Burko, Potasse & Engrais Chimiques, 68 Avenue Victor Hugo 93, Aubervilliers, interested in acquiring **licensing rights to manufacture inorganic chemical specialties in France.** Feb. 15 via New York for 15 days. c/o Girdler Chemicals Products, 4900 Crittenden Dr., Louisville, Ky. 40213. Itinerary: as required. WTD 11/10/65 under revision.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated February unless otherwise indicated.

American Firms, Subsidiaries and Affiliates—Uruguay, Jan.
Aircraft and Aeronautical Equipment Importers and Dealers—Pakistan
Business Firms—Madeira Island
Business Firms—Republic of Gabon
Machinery and Equipment, Farm Importers, Dealers and Manufacturers—Pakistan

New Books and Reports

***Monetary Implications of Illinois Export Activities.* By Paul O. Groke & John R. Kreidle. Published by the College of Business, Northern Illinois University. DeKalb, Ill. 1967. 96pp. $2.**

Subtitled *A Research Statement on Foreign Trade Finance,* this handbook examines the basic financial resources available to exporters in Illinois. Information was obtained through questionnaires submitted to various banks and business firms. Two hundred sixteen banks and 242 business firms responded.

Among the conclusions reached were: in addition to financial assistance from banks, information on foreign markets and customs regulations would be of value; specialized knowledge of staffs of large banks make them the businessmen's choice over small local banks; banks are involved in long-term foreign capital investment; less than half the banks with foreign business transactions dealt with the Eximbank; loan characteristics are slightly different on foreign financing than on domestic financing.

The booklet also discusses briefly freight forwarders, air freight, port facilities, and other important factors in the distribution of exports.

A glossary of pertinent terms is included, as well as copies of the questionnaires.

Write: Dr. Paul O. Groke, College of Business, Northern Illinois University, Dekalb, Ill. 60115.

Overseas *Business Reports*. U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.

Selling in Austria. OBR 67-89. Import channels and requirements, distribution practices, transportation, commercial practices, marketing aids and government procurement are among the topics covered in this report for businessmen.

Basic Data on the Economy of Canada. OBR 67-98. Information on geography, government, economic structure, agriculture, manufacturing, labor, finance and foreign trade is included.

Establishing a Business in Zambia. OBR 67-99. The investment climate, legislation governing investment, industrial property protection, employment, taxation, basic economic facilities and investment information services are covered in this report.

Basic Data on the Economy of Greece. OBR 67-100. This report contains information on Greece similar to that listed above for Canada.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

East-West trade magazine published

A new monthly magazine, *The American Review of East-West Trade,* has just been started for U.S. business readers.

Among the articles in the first issue: Patent protection in the USSR and Eastern Europe; Czechoslovak textile and leather machines in the U.S. market; and doing business with Hungary.

A yearly subscription costs $50. For further information, write: Symposium Press, Inc., 108 Grand St., White Plains, N.Y. 10601.

***Economic Surveys*. Published by the Organization for Economic Cooperation and Development. Paris. 1967-68. 80 cents.**

Four new titles are available in this series of economic studies for member countries, published annually by the OECD. These booklets contain information on economic developments and policies, business trends and economic outlook. Emphasis is placed on each country's most important current problems.

A statistical annex is included for each country, showing major business indicators, wages and prices, public finance and foreign trade.

Belgium-Luxembourg Economic Union. Nov. 1967. 40pp.

Switzerland. Dec. 1967. 44pp.

France. Jan. 1968. 40pp.

Iceland. Jan. 1968. 42pp.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Cancellation of Agency Contracts* (Kuendigung von Handelsvertreter-Vertraegen). Revised edition. By Dr. Karl Schlessmann. Verlag Moderne Industrie, Munich. 258pp. $6.15.**

A reference, in German, on agency commercial law in Germany, this book deals with such topics as: different types of agency agreements, rights and obligations of parties involved, cancellation of such agreements and compensation after termination. Bibliography and index are included. The book may be of value to U.S. firms with business interests in Germany.

The first edition of this book was published in 1966; the new edition takes into consideration recent publications on the same topic and court decisions.

Write: Verlag Moderne Industrie, Aachener Strasse 9, 8 Munich 23, Federal Republic of Germany.

***The United Nations and the Business World*. Published by Business International. New York. 1967. $20.**

This research report was originally prepared as a briefing paper for participants at *Business International's* United Nations Roundtable, held in Geneva in the summer of 1967. There, executives from major U.S. and European firms and top U.N. officials met to discuss their new roles as partners in the developing markets of the world.

What action programs will be undertaken, what they will entail, and what the U.N. is doing to assist business is examined in detail in this report. Each U.N. agency's purchasing patterns, budget, business contacts, objectives, activities, locations and staff size is evaluated.

Write: Business International Corp., 757 Third Ave., New York, N.Y. 10017.

***Doing Business in Sweden*. Published by Skandinaviska Banken. Stockholm. 1967. 16pp. Free.**

Information is given on economic conditions, natural resources, foreign trade, legal aspects, taxes, foreign exchange regulations, and other subjects of interest to businessmen planning to do business in or with Sweden.

Write: Foreign Relations Dept., Skandinaviska Banken, Box 40085, Stockholm 40, Sweden.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1968—301-960/33

Calendar *for international traders*

ATLANTA—Mar. 14—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

AUSTIN, Tex.—Mar. 1—Int'l Trade Workshop, Chamber of Commerce, 9:30 a.m. Sponsors: Commerce Dallas Field Office, REEC, Chamber of Commerce.

CEDAR RAPIDS, Iowa—Mar. 19—Int'l Trade Bureau of Cedar Rapids Chamber of Commerce, monthly meeting and dinner, Roosevelt Hotel, 7 p.m. Speaker: Allen Taylor, Exec. Sec'y to U.S./Japan Trade Council.

CLEVELAND—Mar. 6—First of 11 weekly lectures in Int'l Business Development Program, Baker Hall, Case Western Reserve Univ., 8 p.m. Sponsors: Case WRU, Commerce Field Office, REEC.

CLEVELAND—Mar. 13—Problems and Design of Licensing Agreements, Conference Room, Cleveland World Trade Assn., 10:30 a.m.-12 noon. Sponsors: Commerce Field Office, Cleveland World Trade Assn., REEC.

CLEVELAND—Mar. 21—Export Sales and Distribution Workshop, Conference Room, Cleveland World Trade Assn., 10 a.m. Sponsors: Commerce Field Office, Cleveland World Trade Assn., REEC, Small Business Admin.

CHICAGO—Mar. 5—In-Office Meeting, Commerce Field Office.

CHICAGO—Mar. 6—First of 7 weekly sessions on "how to do it" in exporting, Light Center, 6:15 p.m. Sponsor: Int'l Trade Club of Chicago.

CHICAGO—Mar. 12—Automotive Exporters' Club of Chicago, Builders' Bldg.

CHICAGO—Mar. 14—Int'l Trade Club of Chicago, LaSalle Hotel.

CHICAGO—Mar. 21—In-Office Meeting, Commerce Field Office.

DALLAS—Mar. 6—Eximbank/FCIA Conference, Adolphus Hotel, 9:30 a.m. Sponsors: Commerce Field Office, REEC, Dallas World Trade Committee.

DALLAS—Mar. 12—In-Office Int'l Workshop for Exporters, 9 a.m. Sponsors: Commerce Field Office, REEC.

HONOLULU—Mar. 13—Export-Import Workshop, Small Business Administrations, 1149 Bethel St. 10 a.m. Sponsors: Commerce Field Office, Small Business Admin.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY—Mar. 12—Meeting for Exporters, panel of returning business travelers, 12 noon. Sponsors: Commerce Field Office, REEC, Int'l Trade Club.

KANSAS CITY—Mar. 14—In-Office Workshop for Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

MIAMI—Mar. 12—Businessmen's Consultation, **Virginia Torosan, Commercial Officer, Toronto/to Rotterdam.** Sponsor: Commerce Field Office.

MILWAUKEE—Mar. 7—Milwaukee World Trade Club monthly meeting, Holiday Inn Central. Topic: Foreign Direct Investments.

MINNEAPOLIS—Mar. 5—In-Office Export Conference. Sponsors: Commerce Field Office, REEC.

NEW YORK—Mar. 5-6—Businessmen's Consultation, **George A. Hays, Commercial Officer, Wellington/to Karachi.** Sponsor: Commerce Field Office.

NEW YORK—Mar. 6—Profits in Exporting meeting, Chase Manhattan Bank, Westchester County. Sponsors: Chase Manhattan Bank, REEC, Commerce Field Office.

NEW YORK—Mar. 14—First lecture of 8-week Documentation Course, Long Island Univ. Sponsors: Commerce Field Office, REEC, Long Island Univ.

PITTSBURGH—Mar. 6—Int'l Credit Club, Board Room, Chamber of Commerce, 7 p.m. Speaker: Peter Pollard, Latin American representative, Mellon Nat'l Bank & Trust Co.

SAN FRANCISCO—Mar. 13—General Export Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Mar. 14—Seminar on the Crisis Facing U.S. Foreign Trade, Fairmont Hotel. Luncheon speaker: Francis X. Boylan, Pres., FCIA. Sponsor: Calif. Council for Int'l Trade.

ST. LOUIS—Mar. 5—Show You Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

TULSA—Mar 20—Int'l Trade Workshop for Exporters, Chamber of Commerce, 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

WHEELING, W. Va.—Mar. 13—Developing & Establishing Export Markets, Wheeling Electric Co. Bldg., 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Wheeling Area Chamber of Commerce.

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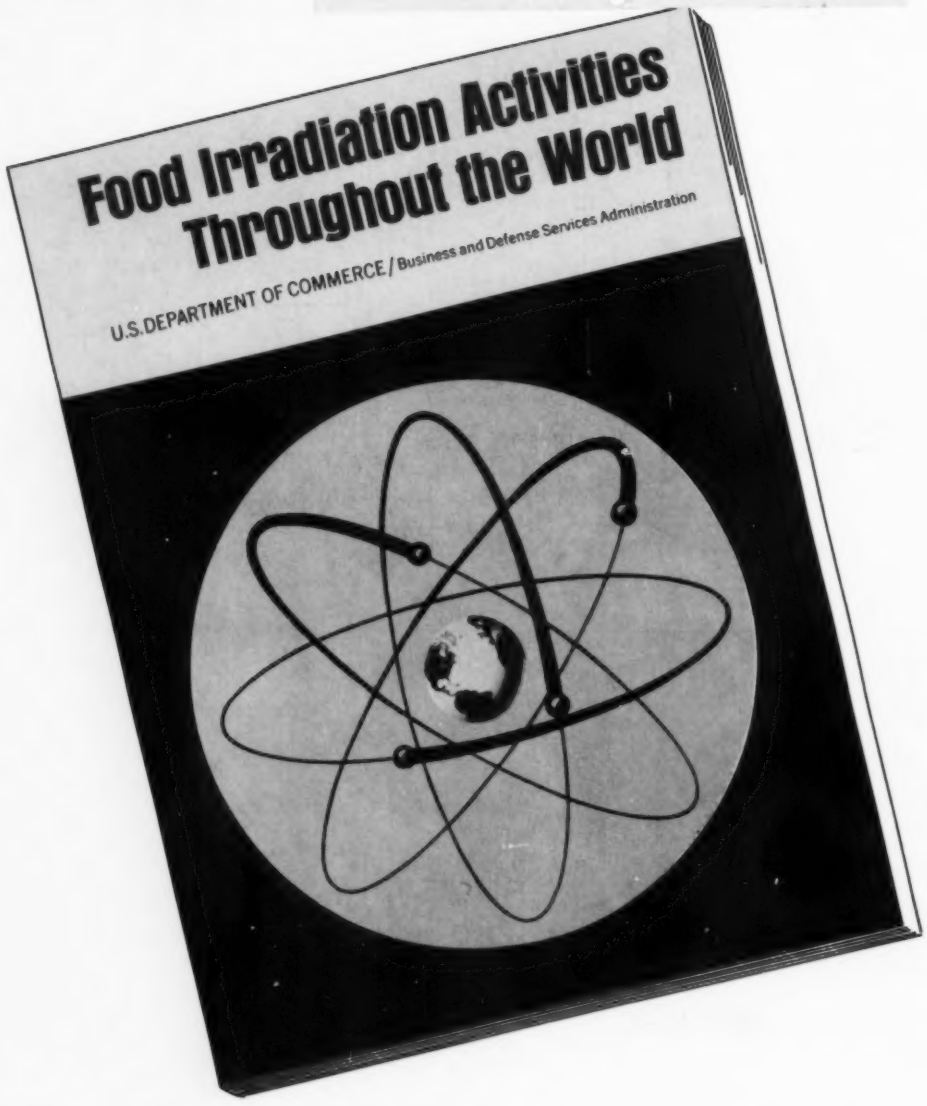
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